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NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

APRIL 15, 1916

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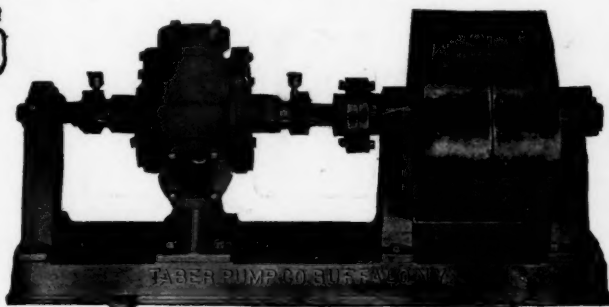
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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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## EXPORTS OF MEAT PRODUCTS.

Official government reports of exports of meat and dairy products for the month of February have just been made public, and show an increase of 4 million dollars in value compared to the same month a year ago, even though war orders abroad were heavy at that time. The total value of such exports for February was \$25,473,783, compared to \$21,317,129 a year ago.

Character of shipments has changed, however. Compared to a year ago exports of canned beef have fallen from 7¼ million to about 1½ million pounds, while fresh beef exports are about the same as last year. Bacon exports, on the contrary, have increased from 37 to over 63 million pounds; exports of hams and shoulders from 18 to 34 million pounds, and cured pork from 4 to 16 million pounds, indicating foreign consuming demand rather than war orders.

Exports for the eight months ending with February show a total value of over 160 million dollars, compared to about 104 million dollars for a like period a year ago. Stretching back to last summer and fall this increase includes fresh beef, as well as cured products, but lard exports show a considerable comparative decrease.

Exports of meat products for the month of February, with totals compared, are reported as follows:

	February 1916.	February 1915.
Beef, canned, lbs.....	1,450,760	7,264,720
Beef, canned, value.....	\$303,471	\$1,207,974
Beef, fresh, lbs.....	17,861,229	17,513,161
Beef, fresh, value.....	\$2,063,930	\$2,157,144
Beef, pickled, etc., lbs.....	2,040,565	1,576,268
Beef, pickled, etc., value.....	\$219,301	\$179,083
Oleo oil, lbs.....	5,618,773	6,342,752
Oleo oil, value.....	\$663,862	\$736,079
Bacon, lbs.....	63,589,484	37,171,402
Bacon, value.....	\$8,068,265	\$5,171,287
Hams and shoulders, lbs.....	34,494,513	18,227,064
Hams and shoulders, value.....	\$4,802,060	\$2,610,824
Lard, lbs.....	41,226,439	66,083,156
Lard, value.....	\$4,689,379	\$6,340,459
Neutral lard, lbs.....	4,381,882	2,489,375
Neutral lard, value.....	\$510,763	\$286,628
Pork, pickled, etc., lbs.....	16,426,126	4,286,286
Pork, pickled, etc., value.....	\$1,861,147	\$461,087
Lard compounds, lbs.....	5,069,861	6,456,003
Lard compounds, value.....	\$510,041	\$576,338
Total value, February.....	\$25,473,783	\$21,317,129

Exports for the eight months ending with February are reported as follows, with totals compared:

	Eight months of 1915-16.	Eight months of 1914-15.
Beef, canned, lbs.....	27,001,574	44,060,235
Beef, canned, value.....	\$4,254,006	\$7,106,855
Beef, fresh, lbs.....	148,024,007	61,059,441
Beef, fresh, value.....	\$18,618,489	\$7,437,924
Beef, pickled, etc., lbs.....	28,873,500	16,229,682
Beef, pickled, etc., value.....	\$3,003,737	\$1,094,923
Oleo oil, lbs.....	73,127,206	44,786,451
Oleo oil, value.....	\$8,682,577	\$5,006,737
Bacon, lbs.....	383,445,770	160,295,200
Bacon, value.....	\$51,562,739	\$22,426,687
Hams and shoulders, lbs.....	179,517,844	94,747,883
Hams and shoulders, value.....	\$25,591,004	\$14,156,031
Lard, lbs.....	255,218,467	314,098,712

Lard, value.....	\$26,734,723	\$34,962,588
Neutral lard, lbs.....	23,840,384	11,971,879
Neutral lard, value.....	\$2,644,686	\$1,368,875
Pork, pickled, etc., lbs.....	84,233,346	24,969,165
Pork, pickled, etc., value.....	\$9,061,473	\$2,719,570
Lard compounds, lbs.....	33,352,139	41,726,314
Lard compounds, value.....	\$3,126,863	\$3,604,273
Total value for 8 months.....	\$160,872,729	\$104,048,407

## RUSSIAN MEAT CANNING INDUSTRY.

Special advices to the National Provisioner from Petrograd state that, with the closing of a contract for 15,000,000 cans of meat, the first step towards the organization of the meat industry of Russia in this branch of its products has been made. Russia, the second largest of all the cattle-raising countries of the world, thus for the first time enters the markets of the world as a competitor in the canned meat trade.

Prior to the opening of the war, by reason of the fact that only 18 per cent. of Russia's population dwell in towns, there was very little demand for canned meat, so little, indeed, that the industry did not exist. When the military commission, with headquarters in Moscow, was suddenly brought face to face with the problem of feeding the army, it was discovered that organization upon a large scale was the only possible means of meeting the demand.

An unexpected difficulty made its appearance at once. It was impossible to secure cans for the meat, for there was an insufficient supply of tin, lead and solder. Factories that had been employed in making tin had been commissioned by the Munitions Department, and their output of tin had been greatly reduced.

This necessarily entailed an increase in price, so prohibitive indeed that it would have been impossible to manufacture the cans at the price required by the Military Commission. Not only was the canning industry to be organized, but it was necessary also to develop a can-making industry.

With the tin can industry thoroughly organized, the time was ripe for the erection of a string of factories, the first of which is now in active operation in Astrakhan, at the mouth of the river Volga.

This site has been selected because the river Volga—one of the finest navigable streams of the world—has almost one-third of European Russia as its basin, a region largely devoted to cattle raising. It is further available for this purpose, since all the great steppes slope down to the Caspian Sea, and are reached by the Ural and Emba rivers. The plans for further factories in this industry have not yet been made public.

## REPORT PACKERS CASES SETTLED.

Cable advices from London on Thursday night give Chandler P. Anderson, formerly counselor for the State Department at Washington and now the representative of the Chicago meat packers in the prize court cases, involving cargoes valued at between \$15,000,000 and \$20,000,000, as authority for the statement that a settlement with the British Government had been agreed upon and that the money would be paid over at once.

"I wish," said Mr. Anderson, "to express my appreciation of the fairness with which the negotiations with the representatives of the British Government have been conducted and the friendly consideration with which I and my clients have been treated."

Mr. Anderson represented the Armour, Swift, Hammond, and Morris Companies. Lloyd Griscom, representing the Schwarzschild & Sulzberger Company, also joined in the settlement on the same basis as Mr. Anderson. Mr. Anderson said the amount to be paid by the British Government would be announced later.

## PACKERS INVESTIGATION PUT OFF.

The House Committee to which was referred Congressman Borland's resolution for an investigation of the meat packers, has suspended its hearings on this matter for a few weeks. Following last week's hearings, reported by The National Provisioner, the committee called off the matter until later.

The opinion seems to be growing that the instigators of this so-called probe "bit off more than they could chew" and are now in some doubt as to how to proceed. Important livestock interests and individuals have publicly stated their disapproval of such an agitation as being both unwise and unfair. Packers have offered to throw open all their records to the government. Agitation of the manifestly political character behind this move is generally deplored, and if it is carried out it is evident that it will be only for the political material which can be got from it for campaign use.

Talk about "sending the packers to jail," even though emanating from the mouth of a supposedly reputable citizen like ex-Governor Stubbs, of Kansas, fails to arouse the sympathy and applause it once did. The agitators are finding their audience less interested than formerly, and they may find also a serious "kick-back" when facts and figures come out showing up the livestock price side of the proposition.



## TRADE ASSOCIATIONS AND BUSINESS METHODS

### Government and Business Interests Should Be Mutually Helpful

By Edward N. Hurley, Vice-Chairman Federal Trade Commission.

(Continued from issue of April 1.)

#### Questions Before the American People.

Efficient methods of manufacturing, industrial preparedness, and foreign trade seems to be the most important questions before the American people today. You are vitally concerned.

Undoubtedly the business of the country requires some helpful readjustment. Many suggestions have been made by writers and lawyers of note, by captains of industry and legislators prescribing different remedies. There is no one remedy that will give relief to all of our ills. What will help one industry may injure or kill another, but I believe there are a few fundamental principles upon which may be based the diagnosis and treatment of ailments of industry and commerce.

#### Standard Accounting Methods.

When business was done on a large percentage of profit, questions of accurate cost and of operating efficiency were not so important, but in most lines of industry today the large percentage of profit has passed. Manufacturers are working on smaller margins and must absolutely know what their goods cost. With margins of profit so close, any unreliable method of arriving at cost of production must be eliminated.

It is a fact well understood among business men that the general demoralization in a large number of industries has been caused by firms who cut prices not knowing what their goods actually cost to manufacture, and the cost of selling, which is equally important, is almost wholly lost sight of. Are the officers of the companies who are cutting prices right and left irrespective of their costs, fair to their customers, stockholders, or competitors?

A manufacturer who does not know with a close degree of accuracy what it costs him to produce the different articles he manufactures and what it costs him to sell them, is not in a position to meet intelligently competition and invites business disaster.

Many of the larger manufacturers have thorough cost accounting systems, which they recognize as necessary in order to give them the information essential to successful management. On the other hand, the number of small manufacturers who have no adequate cost accounting system and who price their goods arbitrarily is amazing.

Proper accounting for the smaller manufacturer is most essential. It is necessary for his success that he know on what particular article he is making a fair profit and on what he is making only a narrow margin of profit or losing money. If he has this information he can concentrate on the manufacture and sale of the product on which the profits are satisfactory.

Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost.

#### How the Commission Can Help.

How can the Federal Trade Commission help to improve this situation?

The commission has no intention and no desire to use compulsory methods. But it

does hope to reach the desired end by encouraging improvements in accounting practice, by indorsing standard systems of book-keeping and cost accounting, and by assisting in devising standard systems, either at the request of individual merchants and manufacturers, or through the association that represents the industry.

It is recognized that no one standard system of accounting is applicable to all classes of business, but that special systems are required for each group or class of commerce and industry.

The commission, however, while recognizing the commercial advantages to be derived from uniformity of systems, does not advise making a change where systems already installed give adequate information and are economically operated.

#### Standardizing Products and Processes.

In the field of standardizing products, processes and raw materials, much has already been accomplished. Let me illustrate what has been done in this direction by citing a few representative industries.

In the implement and vehicle field, wagon wheels have been standardized from 41 heights to 4; the width and length of tires have been made uniform. In automobiles, standards have been adopted for horsepower rating, tube sizes, spark-plug shells, ball bearings, and many other items. The association of knit goods manufacturers adopted a scale for underwear sizes which as you know is at present used by practically every maker of underwear in this country, with a consequent prevention of loss formerly caused by wrong sizes. Architects and builders are urging uniform plans and specifications. The steel manufacturers issue booklets containing standard specifications for structural and boiler steel, steel rails, concrete reinforcement bars, etc.

And so it goes. The manufacturer has fewer sizes to order and to make, the material men only a limited number to supply and keep in stock. Economy in production and continuity of operation are both served by this means and the consuming public shares the benefit by not having to pay for the wide and unnecessary variety of products and materials. Much of all this has been brought about by trade associations.

#### Trade Associations.

Commercial clubs, boards of trade, trade associations, manufacturing associations, and similar organizations constitute a most potent influence for accomplishing the ends for which they have been organized.

There are about 6,500 commercial, industrial, and trading organizations in this country. These include 2,500 chambers of commerce, commercial clubs, boards of trade, and similar promotive business organizations; a thousand manufacturing and mercantile associations of a general character, comprising business concerns in a number of different industries, such as state manufacturers' associations, credit associations, etc.; and about 3,000 trade associations—groups of business men in particular manufacturing, mining or mercantile industries.

The commercial club, the board of trade, the chamber of commerce, attempts to bring together business men of all lines for the many kinds of co-operative endeavor so necessary for the progress of a business community. The general manufacturers' and merchants' association fills a similar need for the broad manufacturing or mercantile field; while trade associations consist of concerns in particular industries, and include manufacturing, mercantile, and producing associations; national and even international associations, and state and local associations.

#### Their Field of Activity.

The activities of all of these business organizations are manifold, and the business done by their members runs into the billions. These groups of associated business men are putting forth special efforts to improve systems of cost accounting, bettering their processes of manufacture, standardizing their output, obtaining credit information, and endeavoring to advance the welfare of their employees, and are bound to be most important factors in our country's development in the course of the next few years.

Special commendation should be given to associations that are endeavoring to build up industry in these constructive ways. Successful production and successful merchandizing require many steps in the process of changing the form of the raw materials, and putting the product on the market at a figure adequate to cover the cost of production and the cost of selling and net some profit to the producer, without charging the consumer an excessive price; and neither the individual manufacturer nor the Government alone can work out the many serious economic and business problems involved so successfully as can a group of associated producers, laboring together in co-operation. These associations, when conducted intelligently and rationally, with the thought of bringing about improved business conditions, will make it possible for our industries to compete in price and quality in the markets of the world.

Trade associations should not only be encouraged to increase their membership, but should be furnished by the Government with complete statistics in their particular line and should be assisted in every way to develop and stabilize the industry.

The Federal Trade Commission's report on industries will be most helpful to associations, since it will furnish facts and figures not now available which will enable them to perform their proper functions of stimulating co-operative effort and improvement.

Industrial preparedness and the mobilizing of our industries in case of war can be accomplished and developed more rapidly through trade associations than by any other method. It is recognized that the foreign trade of Germany, France and England could not have been developed so thoroughly if it were not for the trade association. If we are to be important factors in the world's commerce the trade association must be encouraged.

The questions of giving to our workmen continuous employment so that they may average longer periods of prosperity can be solved through the trade association. With its knowledge of labor requirements in the whole industry it can assist its members

(Continued on page 35.)



## CONGRESS HEARING ON DIRTY DAIRY PRODUCTS

### Official Testimony Given as to Conditions in the Industry

Impure dairy products which are being consumed daily by the American people in more or less large quantities were discussed at Washington this week before the Rules Committee of the House of Representatives, when that body held an official hearing on the resolution of Representative J. Charles Linthicum, of Maryland, calling for the appointment of a Congressional Committee to make a nationwide probe of the unwholesome conditions alleged to prevail in the dairy and creamery business in many parts of the country.

Expert testimony was given to the effect that an investigation would be a good thing for the country, if only to establish the truth or the falsity of the charges; that there is a great deal of tuberculosis in dairy cows which is transmitted to children; and that at least the desirability of having Federal inspection of milk, butter and cheese should be looked into.

Among the witnesses were Dr. A. D. Melvin, chief of the Federal Bureau of Animal Industry; Dr. John R. Mohler, assistant chief of the same bureau, and prominent delegates from women's organizations and civic societies in New York and Philadelphia. Those who testified on the other side of the matter were Dr. G. L. McKay, secretary of the Association of Creamery Butter Manufacturers, and William Creasy, secretary of the National Dairy Union.

Representative Pou, of North Carolina, presided as acting chairman of the committee. Other members of the committee who participated in the discussion were Lenrot, of Wisconsin; Campbell, of Kansas; Chipperfield, of Illinois; Garrett, of Tennessee, and Cantrell, of Kentucky. Representatives Haugen, of Iowa, and Sloan, of Nebraska, although not members of the committee, also questioned the witnesses.

Representative Linthicum conducted the hearing personally, assisted by Ralph H. Case, of Washington, general counsel, and John H. Ferguson, president of the Maryland Federation of Labor and the District of Columbia Federation of Labor. Among the exhibits presented by Mr. Linthicum were resolutions and letters of endorsements from 420 State and city health and food officials, labor unions, civic organizations, women's clubs and societies for the study and prevention of tuberculosis, from all parts of the country.

Articles pointing out emphatically that something is wrong with the dairy business of the country were presented from Hord's Dairyman, owned and edited by former Governor Hord, of Wisconsin, the Chicago Dairy Produce and the American Food Journal. In this connection the statement was made that of the 1,500,000,000 pounds of butter produced annually in this country only 15 per cent. is first grade.

#### Per Cent. of Dairy Products Unfit to Eat.

When questioned by Mr. Case, Dr. Melvin said that a large percentage of the dairy products used by the American people is not wholly fit for consumption. He declared that local inspection is not sufficient, that he does not know of a single State which has a comprehensive inspection system, and that there is still room for improvement, even though

conditions were better now than in 1912.

Dr. E. C. Schroeder, Federal government expert on tuberculosis in dairy products, testified that tuberculosis from bovine infection is a rather common disease among children. He quoted New York Health Department statistics, that of 500 tubercular cases among children under 16 years of age, 120 were of bovine infection. He estimated that 300 children die every year in New York City from tuberculosis contracted from diseased cows.

In Washington, D. C., of 100 samples of butter inspected in Federal laboratories, seven contained tubercular bacilli. In 21 samples of butter purchased from Boston dealers, two were tubercular infected. Tubercular bacilli live, it was reported, as much as 160 days in butter, and Dr. Mohler testified of one test which showed a period of 281 days in cheese.

About ten per cent. of the dairy cattle in the United States are tubercular, testified Dr. Schroeder. He said that only when they are thoroughly pasteurized is there absolutely no danger from dairy products. Dr. Mohler's testimony was along much the same line.

#### Women Protest Against Conditions.

Mrs. Claudia Q. Murphy appeared in behalf of the New York City Federation of Women's Clubs, the Women's Forum of New York, and the Daily Food Alliance of New York City. Over 125,000 women are in these organizations, which have passed resolutions favoring Mr. Linthicum's attitude. Mrs. Murphy said they favored Federal inspection, and saw no reason why the consumers were not entitled to the same protection from impure dairy products which they enjoyed in the case of meat products.

Mrs. Nevada D. Hitchcock, instructor of marketing in Temple University, Philadelphia, spoke in behalf of the Civic Club of Philadelphia and the Women's Retail Druggists Association of Philadelphia. In her opinion, Philadelphia is in need of much better inspection of butter, especially as almost all other foods are now closely scrutinized there. She could not understand why one kind of foodstuffs should be exempt from governmental inspection when others were not, and she considered Federal inspection the best remedy now in sight.

B. H. Rawl, chief of the dairy division of the Federal Bureau of Animal Industry, came out strong for the compulsory pasteurization of all milk and dairy products, also that the oil in renovated butter should be held at pasteurizing temperature, and that butter fats used in oleo should be pasteurized. He said that proper pasteurization costs only about one-tenth of a cent per gallon of milk.

At present, he declared, cream of all sorts, from the best to the worst, is pouring into the creameries of the country. Some dump the good and the bad in together, while others make it up into butter of different grades. He said that much of the pasteurization done today is inefficient.

#### Dairy Agents Defend Practices.

For the other side, Dr. McKay and Mr. Creasy made vigorous statements. The former said: "Our association makes about one-fourth of the butter in the United States, and

only two per cent. of our dairies lack the proper sanitary methods. The association products are as pure as any produced in the world. The dairy and creamery business in this country is now on a high plane."

He filed letters opposing the Linthicum resolution from State officials of Iowa, Kansas, Indiana, Illinois, Missouri and Wisconsin. At this point Mr. Linthicum called attention to letters of endorsement which he had received from just as many health and food officers in these and other States.

Mr. Creasy said: "The National Dairy Union is not opposing this resolution, provided an investigation, if ordered, is made broad enough to cover the whole field and do justice to all. In the last few years there has been a great improvement in the sanitation of dairies and creameries."

Mr. Creasy attacked the 1912 report of the Bureau of Animal Industry, which severely criticised the dairy industry of the country, on the ground that the scope of the investigation was altogether too narrow and the charges made much too sweeping. He claimed that most of the milk used for commercial purposes is now pasteurized, and that this is true of 75 per cent. of that used in interstate commerce.

The dairy interests asked for a postponement of the hearing until about May 10, when a dairy convention will be held in Washington, and a full defense will be given to the committee. This request was granted.

#### GOOD BEEF IN THE EAST.

One of the believers in the possibilities of beef production in the East is the old-time meat firm of John Hildebrand's Sons, of Butler, Pa., who maintain their own abattoir and make it an inducement for farmers in their section to raise beef cattle. But they demand quality to satisfy their trade, and a result has been that they have begun to stimulate breeding and feeding of choice beef cattle in their section.

There is still much to be done to awaken farmers to their opportunity, however. Referring to a bunch of choice two-year-old beef steers bought last week for local slaughter from a young Butler business man who has turned progressive farmer, Mr. Hildebrand said he was sorry to say this was the exception rather than the rule. Farmers in his section had not yet awakened sufficiently, even to supply the local demand, although he was ready to pay profitable prices for good meat animals delivered to his slaughterhouse. He was certain that just as good beef cattle could be grown there as anywhere.

#### MEAT EXPORT RATES TO CUBA.

Export rates on fresh meats from Ohio and Mississippi River crossings and related points to Havana, Cuba, may be established by the Atchison, Topeka & Santa Fe and the Gulf, Colorado & Santa Fe railroads without strictly observing the long and short haul clause of the act to regulate commerce, according to an order entered by the Interstate Commerce Commission this week. The commission granted these roads permission to establish rates on fresh meats in refrigerator cars, carloads, from these points of origin to shipside, Key West, Fla., for export to Havana, Cuba, which will equalize the rates obtainable on like traffic through Mobile, Ala.

# PRACTICAL POINTS FOR THE TRADE

## ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some special inquiry is made.]

### TO FREEZE HAMS GREEN OR CURED.

We have received the following inquiry from an Illinois packer:

Editor The National Provisioner:

We are about to build a small freezing room for hams, its location depending on whether we put them in to freeze after having been cured or in their green state. We can arrange for either.

The purpose of this letter is to ask you for information as to which is the better method, to freeze the hams in the green or cured state, the particular consideration being to enable us to produce a first-class finished ham when smoked, both in its flavor and appearance. The only other consideration is that of shrinkage.

Any information you can let us have covering the matter will be greatly appreciated.

You can freeze either hams or bacon in a green state. You will find also—a fact not generally known—that these meats will cure in less time than regularly chilled meats, at least five per cent less. There is no reason why you should not produce a perfectly satisfactory finished article from frozen meats with ordinary care, in eliminating the animal heat in the first place by bringing coolers to 40 degs. F. in the first 12 hours, and then to 32 degs. F. in the next 24 hours. Freezers are usually run around 12 degs. to 15 degs. F., and curing cellars 36 degs. to 38 degs. F., at which temperatures pickles should be used.

### YELLOWISH OIL IN COMPOUND LARD.

A subscriber in the compound lard trade abroad writes as follows:

Editor The National Provisioner:

We are having trouble with the summer white cottonseed oils received from the United States for use in our compound lard plant,

and which are somewhat yellowish. Some of our competitors obtain by filtration an oil almost as colorless as water. We would like to secure the same results, if possible, in order to make a nice, white compound lard.

A compound lard expert says: "Advise your client to specify water white oil when buying, and thus avoid the extra expense and trouble of refiltering the complained-of yellowish summer white cottonseed oil."

Necessary to filtration, of course, is a clay kettle, fullers' earth and a filter press, and possibly the use of superheated steam. The proper way would be for you to advise us what equipment you have already installed. Ordinarily such oil as complained of is heated to about 210 degs. F. and treated with anywhere from 2 to 5 per cent. of fullers' earth, and then pumped through the filter press. Bicarbonate of soda, two pounds per 1,000 pounds of heated oil, will bring to the surface considerable discoloring matter, which can then be skimmed off. Filtration, however, is the most effective method.

### REFRIGERATION IN MEAT PLANTS.

Inquiries have come to The National Provisioner from time to time concerning the building of cold storage boxes and refrigeration specifications for coolers in meat plants, both packing houses and branch houses. Some interesting general information on this point is given in "Refrigeration" by C. Wilkie, a refrigerating expert of Atlanta, Ga., as follows:

For chilling rooms in meat packing plants the amount of refrigeration required is one ton in 24 hours, for from 5,500 to 10,000 cubic feet of space, besides the refrigeration required for reducing the temperature of the meat.

We will take the following example, which is based on the assumption that an average of 3 B. T. U. are transmitted by one square foot of surface in 24 hours through walls, etc., of medium insulation per degree difference between outside and inside temperature.

Assuming that a chilling room is 60 feet long, 40 feet wide and 15 feet high, and that 100 beeves are entered each 24 hours from the beefed, the average weight of the beeves being 700 pounds, the refrigeration required in 24 hours can be found by first calculating the heat transmitted by the entire surface:

Floor—60x40	= 2,400 square feet.
Ceiling—60x40	= 2,400 " "
Side walls—60x15x2	= 1,800 " "
End walls—40x15x2	= 1,200 " "

Total 7,800 " "

We will say the outside temperature is 85° F. and the temperature of the chill room 36° F., then the number of B. T. U. transmitted by the surface in 24 hours amounts to:

$7,800 \times 3 \times (85-36) = 1,146,600$  B. T. U.

To this must be added the refrigeration required for cooling the beeves from the temperature at which they arrived at the chilling room to the temperature of the room. The average temperature of beeves immediately after dressing is 95° F., and the specific heat of meat is 0.7, then the refrigeration necessary for chilling 100 beeves of 700 pounds each would be:

$100 \times 700 \times 0.7 \times (95-36) = 2,891,000$  B. T. U. The refrigeration required amounts to  $1,146,600 + 2,891,000 = 4,037,600$  B. T. U., corresponding to  $4,037,600 \div 288,000 = 14$  tons.

Now, if the air is renewed in the chilling rooms, additional refrigeration will be required. The cooling of one cubic foot of air with humidity of 75% from 85 to 90° F. to 36° F. requires approximately 2 B. T. U. in 24 hours, so that for ventilation in 24 hours we would add, if the air was changed 4 times each 24 hours:  $60 \times 40 \times 15 \times 4 \times 2 = 288,000$  B. T. U., which corresponds to one ton, so the refrigeration for the above chilling room would be 15 tons.

Now, in a great many meat packing plants the chilling rooms are not operated at their maximum capacity, but only about one half their full capacity, which reduces the refrigeration as follows:

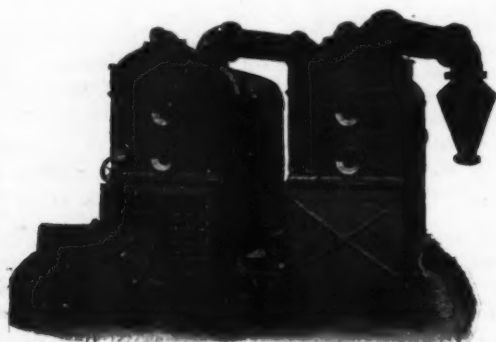
Cooling of meat, $2,891,000 \div 2 = 1,445,500$ B.T.U.
Transmission through walls, etc. .... 1,146,600 "
Ventilation ..... 288,000 "
Total ..... 2,880,100 "

Under these conditions the refrigeration required would be:  $2,880,100 \div 288,000 = 10$  tons in 24 hours.

In chilling rooms 75 to 80% of the total floor space can be occupied for hanging meat, and about 30 pounds of meat can be hung per square foot.

The amount of meat that can be hung in rooms of a given size can easily be calculated by considering that the average weight of beeves for the United States is 700 pounds; hogs, 250 pounds; calves, 90 pounds, and sheep, 75 pounds.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.



## There's Big Money In It—

The manufacture of fertilizer from tank water is recognized by aggressive packers as an extremely valuable side line. This tank water, formerly thrown away, is now used as the raw material for turning a former waste into large dividends. One of the Chicago packers reports an annual income from this source alone of more than \$100,000, all of which was formerly wasted. In this plant, the value is recovered by means of two large

## SWENSON EVAPORATORS

The fact that every one of the prominent packers in the United States uses Swenson Evaporators for this purpose, some of them having more than 30 in their different plants, and that practically every one

of these was ordered after the concern had had experience with the first order, shows that this apparatus is better adapted to this work than any other type which has yet been developed.

# SWENSON EVAPORATOR CO.

945 Monadnock Block

(Formerly American Foundry & Machinery Co.)

CHICAGO, U. S. A.

49-29



## THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association

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GEORGE L. MCCARTHY, President.  
HUBERT CILLIS, Vice-President.  
JULIUS A. MAY, Treasurer.  
OTTO V. SCHRECK, Secretary.  
PAUL I. ALDRICH, Editor.

### GENERAL OFFICES.

No. 116 Nassau St. (Morton Building), New York,  
N. Y.

Cable Address: "Sampan, New York."  
Telephone, No. 5477 Beekman.

### WESTERN OFFICES.

Chicago, Ill., 533 Postal Telegraph Building.  
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## SHOULD CLEAR THEMSELVES

Livestock interests are asking Congress to direct the Federal Trade Commission to make an investigation of the meat and livestock situation, alleging that meat packers control the livestock markets through improper combination or collusion. Packers are ready to throw open their books and offer every facility for such an investigation; they appear to welcome it.

But while livestock interests are shouting "fraud" so loudly, and setting up the old "beef trust" cry which always gets an echo in the newspapers, and more or less public attention, how about clearing away any odor of fraud which may cling to their own skirts?

It would be amusing, if it were not serious, to hear the livestock interests crying "fraud" so loudly at the packers, while they are themselves parties to one of the most bare-faced commercial tricks ever perpetrated. Not only do they practice it at the direct expense of their customers, the packers, but they openly advertise their ability to "put it over." They have been advertising it for years, and yet no government official or politician has ever seen fit to notice it.

Just at this time—most happy and appropriate time!—an agency representing livestock selling interests all over the country is conducting a vigorous campaign of publicity in behalf of this questionable practice. The growing habit of packers to buy livestock direct from the country, rather than through market agents, is the cause of this campaign. It may be that direct country buying had its

inception through a desire to avoid impositions put upon customers for livestock in the open markets.

One of these impositions was the unloading of diseased animals on the packer, who paid for them at meat price and had to run the risk of government condemnation for disease afterward. The livestock man pocketed his money and went home happy, leaving the packer to stand the loss.

The other imposition is the one just referred to, the practice of filling up meat animals with hay, salt and water to inflate their weight before they pass over the scales to the packer. The latter is made to pay meat price for something that evaporates between the time he buys the animal and the time it is slaughtered.

This practice is familiar to the trade as the "fill." There is no secret about it. No apology is made for it. On the contrary, livestock commission agents advertise their ability to "get a big fill" for their clients—that is, they claim ability to defraud the packer by selling him water at meat prices. And on this ability they base their claim for business, and their arguments in behalf of the "open market" as contrasted with direct country buying.

Some time ago The National Provisioner reproduced an illustration, appearing in the advertisement of a livestock commission firm in a Kansas City market paper, which tells the story better than words can picture it. It shows that the livestock men even joke about the fraud they perpetrate on the packers. It pictures a livestock man pumping water into a beef steer with the aid of a fire hose, with the legend underneath: "We get the Big Fill!"

Right now a livestock exchange is publishing a series of letters to livestock shippers, advertising and advocating this practice. Knowing what the "fill" is and what it means, the following extracts are certainly rich reading:

"The fill at the market will always more than pay market expenses."

That is, the added weight secured through this practice is enough to counterbalance the cost of marketing.

"Hogs are sold on the open and competitive market with a FILL; and the price of that fill is so much money in the pocket of the shipper. Consigned to the packinghouse direct, they are weighed empty (!), right off the cars, and the tickets are marked at average prices of the day, based on sales made on the open market, where the owner is paid FULL PRICE for the FILL."

That is, sell your livestock through us, for we get full meat price for the water we pump into your animals; while if you ship them direct to the packer, he pays you only for the actual meat weight of the animal. \* Lovely

business ethics, these of the livestock men! "Current fills are 400 to 700 lbs."

The livestock commission men even go into figures showing exactly how they work it.

"One load, 64 head of hogs, weighed 14,060 lbs. off the cars; 16,640 lbs. when sold, a fill of 660 lbs."

Other illustrations are given, and the experience of an Iowa shipper is quoted, showing how he got pay for 400 lbs. more per car on hogs "water-logged" before being sold to the packers!

There is a lot more similar ingenuous statement as to details of this practice, and argument in its favor, contained in the advertisement referred to. None of it is more ingenuous than this:

"Why give the packer \$50 per car, or more, as a gratuity? When he buys on the open market he pays that much, or more, for the FILL!"

The advocates of this practice are even so bold as to admit in their published statement that the packer would avoid this imposition if he could; but he can't! They say:

"Packers undoubtedly would buy without a fill at the open market, but the practice there being firmly established, they are doing their best to cheapen cost by weighing direct consignments empty."

That is, without the salt-water filling!

And yet these same livestock men are at this moment asking the government to proceed against the packers for alleged collusion in attempting to buy livestock to the best advantage—that is, to avoid as far as possible this and other impositions practiced on them by livestock interests and agents!

## MORE DRAIN ON MEAT SUPPLY

It is thought by many that the United States will have to put 100,000 men into Mexico before the trouble there is over.

If this is so it would mean that their daily ration would be as follows:

100,000 pounds of meat,  
100,000 pounds of bread,  
200,000 pounds of vegetables,  
300,000 pints of coffee or tea.

About 20,000 horses would be needed in the field and on both sides of the border in transporting gun carriages, artillery, rifles, ammunition, etc. In addition about 12,000 mules would be needed for supply and other transportation.

Good hides would have to be converted quickly into 200,000 pairs of army boots.

A force of 100,000 men marching four abreast would extend over a line 40 miles long.

Our meat supply situation is critical enough as it is, with Europe short of meat food and drawing so heavily on us. With this Mexican demand added, we might expect further complaint about high prices.



## TRADE GLEANINGS

An abattoir will be built at Columbia, S. C., by J. D. Perry.

The Union Live Stock Co., Newark, N. J., has been incorporated with a capital stock of \$100,000.

A slaughter house is being erected on South Superior street, Antigo, Wis., by the Kadow Brothers.

A two-press cottonseed oil mill will be erected by the Ware Shoals Manufacturing Co., Ware Shoals, S. C.

Contract has been awarded by the Faribault Packing & Provision Co., Faribault, for the erection of a packing plant.

L. A. Smith of Newbern, N. C., contemplates the erection of a cottonseed oil mill and ice factory at Lagrange, N. C.

The Hartnett Cattle Co., South St. Paul, Minn., has been incorporated with a capital stock of \$150,000 by E. J. Hartnett and others.

The capital stock of the Maxomanie Poultry & Egg Co., Madison, Wis., August Martin, president, has been increased from \$20,000 to \$40,000.

The Eastern Sheep Breeders' Association, Inc., Boston, sheep raising and farm products, has been incorporated with a capital stock of \$55,000.

A meeting will be held on April 18 by the Charleston Oil Co., Charleston, S. C., to consider increasing the capital stock from \$3,000 to \$10,000.

Plans are being prepared for the Great Falls Meat Co., Great Falls, Mont., for the

erection of a building on Central avenue and Third street.

Machinery for crushing peanuts and for the manufacture of peanut products will be installed by the Farmers' Cotton Oil & Fertilizer Company, Texarkana, Ark.

The Western Packing Co., Anacortes, Wash., has been incorporated with a capital stock of \$25,000. The incorporators are: Charles A. Norton, C. Daun Egan and Norman English.

Fire which caused the loss of \$15,000 broke out in the building formerly occupied by the Louisville Packing Company on Story avenue and Cabel street, Louisville, Ky. Spontaneous combustion is believed to have been the cause.

The Kingston Cotton Oil Co., Kingston, Okla., has been incorporated with a capital stock of \$12,000 by C. C. Chestnut, A. O. Duncan and L. Chestnut, all of Kingston, Okla.

Contract has been let by the Southern Cotton Oil Co. for the erection of a seedhouse at Augusta, Ga.; double arch construction 40 feet high having a storage capacity of 5,500 tons. It is estimated it will cost \$24,000.

The Skipper-Roberts Cattle Company, Avon Park, Fla., has been incorporated with a capital stock of \$15,000 with E. E. Skipper as president; N. H. Green, vice-president, and E. H. Green, secretary and treasurer.

The Cloverdale Packing Co., Inc., Cloverdale, Va., has been incorporated with a capital stock of \$10,000, with W. P. Crumpacker, of Bonsacks, Va., as president, and B. F. Mowmaw, of Cloverdale, Va., as secretary and treasurer.

The Mountain Brokerage Co., to conduct a general brokerage business, buying meat and supplies, etc., has been incorporated with a capital stock of \$1,000, by William P. Mountain, James M. Vincent and Henry O. Perrin of New York, N. Y.

The Enid Meat Packing Company, Enid, Okla., have acquired the building and machinery of the Enid Wholesale Meat Company, and will convert it into a packing plant with a capacity of 10 cattle and 25 hogs daily. The officers of the company are: J. E. Bridges, president; R. F. Randolph, vice-president, and H. L. Reid, secretary.

### NELSON MORRIS STOCKYARDS HEAD.

Nelson Morris, chairman of the board of directors of Morris & Company, has been elected president of the National Stock Yards Company, of East St. Louis. He succeeded Thomas E. Wilson, who recently became head of the Sulzberger & Sons Company, and is said to be the youngest man who ever held the office.

### HORSE MEAT SOLD IN ARGENTINA.

A municipal decree of February 14 permits the sale of horse meat in all markets of Buenos Aires, provided the animals are killed in certain local slaughterhouses, transported to the markets in wagons exclusively used for that purpose, and are there properly inspected and sold in separate stalls.

### PUBLISHERS' STATEMENT.

Statement of the ownership, management, etc., required by the Act of Congress of August 24, 1912, of THE NATIONAL PROVISIONER, published weekly at New York, N. Y., for April 1, 1916.

State of New York ) ss.  
County of New York )  
Before me, a Notary Public, in and for the State and county aforesaid, personally appeared George L. McCarthy, who, having been duly sworn according to law, deposes and says that he is the Business Manager of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager, are:  
Name of Publisher, Food Trade Pub. Co.  
Post Office address, 116 Nassau St., New York, N. Y.

Editor, Paul I. Aldrich, 116 Nassau St., New York, N. Y.  
Managing Editor, Paul I. Aldrich, 116 Nassau St., New York, N. Y.  
Business Manager, Geo. L. McCarthy, 116 Nassau St., New York, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock) Food Trade Pub. Co., 116 Nassau St., New York, N. Y.; Estate of J. H. Senger, 116 Nassau St., New York, N. Y.; Julius A. May, 116 Nassau St., New York, N. Y.; Geo. L. McCarthy, 116 Nassau St., New York, N. Y.; Hubert Cillis, 116 Nassau St., New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

(Signed) GEO. L. MCCARTHY.

Business Manager.

Sworn to and subscribed before me this 31st day of March, 1916.

(Seal) MARTHA B. PHILLIPS.

(My commission expires March 30, 1917.)

### NOTICE OF SALE

IN THE DISTRICT COURT OF THE UNITED STATES FOR THE DISTRICT OF INDIANA, No. 4261. In Bankruptcy.

In the matter of the Butchers' Packing Company, Bankrupt.

Notice is hereby given by the undersigned trustee in the above entitled cause, that, pursuant to an order heretofore entered in said cause, the Trustee hereby offers for sale all the real estate, with improvements thereon, together with machinery and appliances, as per inventory thereof on file in the office of the Referee in Bankruptcy, Room 507, Indiana Trust Building, Indianapolis, Indiana.

All proposals shall be for cash, and subject to the approval of the court.

The real estate of the Bankrupt consists of 11.45 acres, being part of Out-lot No. 129 in the city of Indianapolis, Indiana, with the new and complete packing plant recently erected.

All proposals should reach the undersigned on or before April 29, 1916.

JOHN H. E. NILSSON, Trustee,  
Ray and Dakota Streets,  
Indianapolis, Indiana.

W. W. LOWRY, Attorney,  
731-732 Lemcke Building,  
Indianapolis, Indiana.

## CANADA

We are Brokers in

### Packing House Products

and cover the entire Canadian Packing House trade.

**Telegraph Your Offers**  
of Product to us and they will receive immediate attention.

Cross Code

Correspondence solicited.

**MacKenzie & Morris, Ltd.**  
TORONTO

**PACKERS** who buy our **SPECIAL HAM PAPER** for smoked meat wrapping and **Lard Liners**, get the **GREATEST VALUE** the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

**Hartford City Paper Company - Hartford City, Indiana**

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady — Distribution Good—Hog Prices Firm—Exports Maintained.

The past week has shown but very little variation in the market for hog products and not much interest outside of the general trade. The sentiment of the market has been due to the fact that shipments from the packing centers have continued in good volume and the monthly statement of product stocks at all points show that the distribution of meats has kept up with the production. This is rather unusual at this season of the year and shows that the advance in values has not changed the buying for export or for domestic account.

The change in the total stocks of meats for the month was less than 1,000,000 lbs. It is true that the interior packing for the month shows a slight decline, but last year the total stocks showed an increase of 15,000,000. The deduction being drawn from this comparison is that the advance in the price of products of all kinds compared with last year has not as yet been large enough to check the distribution. In meats this advance has been fully 2c. a lb. and in some cases even more. The price of pork is nearly \$5 per bbl. more than last year and of late the price of lard has been running 1 to 1½c. more than last year. The steady distribution is reflected in the shipments from packing centers, which have shown large totals, and the exports have also been heavy.

The shipments of last week showed a little falling off but still amounted to 12,000,000 lbs. The export movement and products seem to be hindered only by the inability to get steamer room and the great activity in business throughout the country is making for large domestic consumption. The conditions in this respect promise to continue. Unless there is a radical change resulting from political complications there is likely to be a very steady and persistent demand for foodstuffs. This possibility of increased food consumption is backed up by the fact that in many places wages are being advanced and the amount of money available to be spent is increasing.

It is yet too early to have any but the vaguest idea of the crop situation. While it is true that the winter wheat crops have lost in promise since the first of December to a greater extent than usual, the high prices prevailing for all commodities are likely to mean a full acreage and with the average conditions a fair outturn. The large supply of feeding grains in the country as shown by the government report of March indicates that there will be no scarcity of feed for livestock until the new crops are available.

The packing statement for the past week showed quite a sharp decrease in the total number of hogs packed for the week. Figures as reported show a falling off from the preceding week of 94,000 and the total was also less than last year. The figures for the week were 428,000 against 522,000 the preceding week and 484,000 last year. The summer packing up to April 8 is 3,301,000 and 3,435,000 a year ago. This decrease is not important but in view of the distribution of hog products is having quite an important bearing on the situation.

The comparison of stocks of product at the five leading points of the West this month, last month and last year follows:

	April 1, 1916.	March 1, 1916.	April 1, 1915.
Mess Pork, bbls....	21,840	27,378	79,020
Other Pork, bbls....	61,446	70,575	84,142
P. S. Lard, lbs....	87,249,443	88,729,970	42,782,000
Other Lard, lbs....	19,562,232	17,785,622	18,426,800
S. P. Hams, lbs....	75,072,028	75,822,725	98,083,106
S. P. Sk'd Hams, lbs.	24,172,857	23,960,980	39,423,485
S. P. Picnics, lbs....	21,992,238	22,424,789	32,253,745
S. P. Bellies, lbs....	24,438,980	23,462,830	27,917,151
S. P. Shoulders, lbs.	2,674,432	3,485,447	2,925,088
D. S. Shoulders, lbs.	1,634,347	2,773,374	2,858,682
Short Rib Sides, lbs.	24,356,077	24,076,796	54,638,556
Ex. S. Ribs Sides, lbs.	2,361,904	1,513,039	1,623,233
Sh. Clear Sides, lbs.	1,649,868	2,329,157	1,550,197
Ex. Sh. Clear S., lbs.	3,947,430	3,536,878	7,882,188
D. S. Bellies, lbs....	34,355,859	31,210,039	67,513,265
Shrt. F. Backs, lbs.	21,472,391	15,540,959	12,815,791
Other Meats, lbs....	46,894,737	55,004,346	34,691,703
Total meats, lbs..	285,253,548	284,788,387	386,321,405

LARD.—The market was very firm. Prices have gained with the fair Eastern demand and the strength of the Western contract market. City steam, \$11.87½, nom.; Middle West, \$11.90@12, nom.; Western, \$12@12.10; refined Continent, \$12.85, nom.; South American, \$13.10, nom.; Brazil, kegs, \$14.10; compound, \$11.50@11.75.

PORK.—The situation continues very firm. Offerings are small and the trade is light. Mess is quoted at \$24.50@25, nom.; clear, \$22@25, nom.; family, \$24@26.

BEEF.—The position of the market continues very firm. Supplies are small and the demand is sufficient to prevent any accumulation. Family, \$19@20, nom.; mess, \$17.50@18, nom.; packet, \$18@19, nom.; extra India mess, \$29@30.

SEE PAGE 29 FOR LATER MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to April 12, 1916:

HOGS (value).—England, \$16,226.

BACON.—Barbados, 90 lbs.; Brazil, 200 lbs.; British Guiana, 331 lbs.; Costa Rica, 1,362 lbs.; Cuba, 268,125 lbs.; Danish West Indies, 125 lbs.; Dutch East Indies, 480 lbs.; England, 4,238,288 lbs.; France, 187,188 lbs.; Haiti, 26 lbs.; Italy, 25,861 lbs.; Jamaica, 10,944 lbs.; Mexico, 56,191 lbs.; Norway, 376,529 lbs.; Panama, 25,581 lbs.; Peru, 74 lbs.; San Domingo, 12 lbs.; Spain, 34,641 lbs.; Sweden, 55,941 lbs.; Venezuela, 200 lbs.

HAMS AND SHOULDERS.—Barbados, 10,132 lbs.; Bermuda, 24 lbs.; Brazil, 257 lbs.; British Guiana, 7,387 lbs.; British West Indies, 441 lbs.; Colombia, 645 lbs.; Cuba, 165,973 lbs.; Danish West Indies, 693 lbs.; England, 2,099,002 lbs.; France, 26,200 lbs.; French Africa, 4,531 lbs.; French West Indies, 7,963 lbs.; Guatemala, 352 lbs.; Haiti, 1,423 lbs.; Honduras, 21 lbs.; Jamaica, 3,737 lbs.; Mexico, 1,363 lbs.; Panama, 10,070 lbs.; Peru, 200 lbs.; San Domingo, 11,972 lbs.; Spain, 1,630 lbs.; Uruguay, 1,850 lbs.; Venezuela, 9,346 lbs.

LARD.—Argentina, 2,400 lbs.; Barbados, 1,190 lbs.; Bermuda, 600 lbs.; British Guiana, 3,950 lbs.; British South Africa, 113,700 lbs.; British West Indies, 5,395 lbs.; Chile, 3,670 lbs.; Colombia, 56,037 lbs.; Costa Rica, 17,581 lbs.; Cuba, 46,740 lbs.; Danish West Indies, 6,020 lbs.; Dutch East Indies, 1,100 lbs.; Dutch West Indies, 100 lbs.; Ecuador, 1,694 lbs.; England, 4,653,955 lbs.; France, 613,601 lbs.; French West Indies, 29,673 lbs.; Gibraltar, 14,000 lbs.; Greece, 14,477 lbs.; Guatemala, 60 lbs.; Haiti, 58,945 lbs.; Italy, 196,935 lbs.; Jamaica, 1,220 lbs.; Mexico, 26,695 lbs.; Panama, 5,505 lbs.; Salvador, 23,943 lbs.; San Domingo, 45,562 lbs.; Scotland, 326,942 lbs.; Spain, 42,745 lbs.; Venezuela, 35,818 lbs.

LARD COMPOUND.—Australia, 4,544 lbs.; Barbados, 335 lbs.; British Guiana, 4,532 lbs.; British West Indies, 3,225 lbs.; Chile, 4,532 lbs.; Costa Rica, 200 lbs.; Cuba, 161,482 lbs.; Danish West Indies, 2,562 lbs.; Dutch West Indies, 2,798 lbs.; England, 263,565 lbs.;

## ARTHUR LOWENSTEIN

formerly Technical Director of Morris & Company  
desires to announce that he has entered practice as a

## CONSULTING CHEMICAL ENGINEER

and will be pleased to receive his friends at  
Seventeen hundred and twenty-three  
First National Bank Building, Chicago.



French West Indies, 4,860 lbs.; Guatemala, 185 lbs.; Haiti, 43,610 lbs.; Jamaica, 9,462 lbs.; Panama, 27,700 lbs.; San Domingo, 192 lbs.; Trinidad, Island of, 5,000 lbs.

**LARD OIL.**—Costa Rica, 150 gals.; Cuba, 52 gals.; Ecuador, 51 gals.; Honduras, 101 gals.; Mexico, 162 gals.

**FRESH PORK.**—England, 730,462 lbs.

**PICKLED PORK.**—Barbados, 16,100 lbs.; Bermuda, 605 lbs.; British Guiana, 67,500 lbs.; British West Indies, 20,000 lbs.; Canary Islands, 300 lbs.; Colombia, 100 lbs.; Cuba, 50,960 lbs.; Danish West Indies, 4,142 lbs.; England, 26,018 lbs.; French West Indies, 13,700 lbs.; Gibraltar, 50,000 lbs.; Haiti, 23,050 lbs.; Honduras, 600 lbs.; Jamaica, 17,800 lbs.; Norway, 20,000 lbs.; San Domingo, 5,000 lbs.; Venezuela, 200 lbs.

**CANNED PORK.**—Argentina, 839 lbs.; Barbados, 30 lbs.; Ecuador, 342 lbs.; England, 96,416 lbs.; Dutch East Indies, 4,167 lbs.; Greece, 3,304 lbs.

**SAUSAGE.**—Barbados, 60 lbs.; British South Africa, 150 lbs.; British West Indies, 584 lbs.; Colombia, 380 lbs.; Cuba, 6,837 lbs.; Danish West Indies, 107 lbs.; Dutch West Indies, 578 lbs.; France, 51,207 lbs.; French West Indies, 480 lbs.; Gibraltar, 2,750 lbs.; Greece, 909 lbs.; Haiti, 578 lbs.; Jamaica, 313 lbs.; Panama, 6,500 lbs.; San Domingo, 13,222 lbs.; Trinidad, Island of, 892 lbs.; Uruguay, 240 lbs.; Venezuela, 661 lbs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to April 12, 1916:

**CATTLE (value).**—Cuba, \$630; Greece, \$2,690.

**BEEF, PICKLED AND OTHER CURED.**—

Barbados, 36,720 lbs.; Bermuda, 200 lbs.; British Guiana, 43,000 lbs.; British West Indies, 9,088 lbs.; Colombia, 200 lbs.; Cuba, 5,100 lbs.; Danish West Indies, 800 lbs.; Dutch Guiana, 245 lbs.; Dutch West Indies, 800 lbs.; England, 73,240 lbs.; French West Indies, 9,800 lbs.; Haiti, 10,875 lbs.; Honduras, 600 lbs.; Jamaica, 8,100 lbs.; Panama, 1,600 lbs.; San Domingo, 2,100 lbs.; Scotland, 1,343 lbs.

**FRESH MEATS.**—England, 1,713,501 lbs.; France, 2,754,153 lbs.; Panama, 40,102 lbs.

**OLEOMARGARINE.**—Australia, 1,000 lbs.; Barbados, 16,700 lbs.; Bermuda, 156 lbs.; British Guiana, 3,818 lbs.; British Honduras, 1,300 lbs.; British West Indies, 18,500 lbs.; Costa Rica, 900 lbs.; Danish West Indies, 2,889 lbs.; Dutch West Indies, 100 lbs.; French West Indies, 500 lbs.; Haiti, 4,100 lbs.; Jamaica, 10,620 lbs.; Mexico, 1,087 lbs.; Panama, 2,656 lbs.; San Domingo, 360 lbs.

**OLEO OIL.**—Bermuda, 144 lbs.; Cuba, 8,538 lbs.; Danish West Indies, 1,170 lbs.; England, 500,848 lbs.; Greece, 59,143 lbs.; Italy, 9,189 lbs.; Norway, 75,352 lbs.; San Domingo, 1,140 lbs.

**STEARINE.**—Colombia, 5,500 lbs.; Costa Rica, 6,645 lbs.; Cuba, 10,663 lbs.; England, 28,112 lbs.; Dutch East Indies, 44,800 lbs.; French West Indies, 1,571 lbs.; Honduras, 7,018 lbs.; Venezuela, 17,193 lbs.

**OTHER ANIMAL OILS.**—Cuba, 52 gals.; France, 2,465 gals.; Spain, 500 gals.

**TALLOW.**—Barbados, 250 lbs.; Chile, 24,600 lbs.; Colombia, 5,436 lbs.; Costa Rica, 6,000 lbs.; Cuba, 2,000 lbs.; Honduras, 4,846 lbs.; Italy, 236,450 lbs.; Jamaica, 625 lbs.; Mexico, 41,050 lbs.; Nicaragua, 3,813 lbs.

**CANNED MEATS (value).**—Argentina, \$21; Barbados, \$80; British Guiana, \$216;

British Honduras, \$3; British West Indies, \$457; Colombia, \$98; Costa Rica, \$6; Cuba, \$463; Danish West Indies, \$72; Dutch East Indies, \$2,620; Dutch West Indies, \$103; Ecuador, \$37; England, \$66,990; France, \$5; French West Indies, \$310; Greece, \$117; Guatemala, \$3; Haiti, \$86; Jamaica, \$13; Mexico, \$50; Panama, \$182; San Domingo, \$109; Scotland, \$346; Spanish Africa, \$25; Uruguay, \$108; Venezuela, \$190.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending April 8, 1916, with comparisons:—

To—	PORK, BBLs.		
	Week ending April 8, 1916.	Week ending April 8, 1915.	From Nov. 1, '15, to April 8, 1916.
United Kingdom...	175	103	6,899
Continent .....	699	65	2,888
So. & Cen. Am...	444	387	11,358
West Indies .....	522	997	26,095
Br. No. Am. Col...	1,163	13	10,235
Other countries ..	19	.....	624
Total .....	3,052	1,567	58,118

MEATS, LBS.			
United Kingdom...	9,455,275	11,456,050	286,090,522
Continent .....	1,412,920	1,996,125	82,436,197
So. & Cen. Am...	31,419	27,000	1,699,211
West Indies .....	160,596	40,200	4,925,639
Br. No. Am. Col...	63,201	.....	282,271
Other countries...	32,173	.....	459,806
Total .....	11,185,620	13,519,975	375,893,646

LARD, LBS.			
United Kingdom...	4,874,870	5,940,910	120,215,516
Continent .....	2,623,450	2,177,350	78,671,475
So. & Cen. Am...	758,683	1,118,200	20,175,746
West Indies .....	430,886	412,166	11,810,731
Br. No. Am. Col...	2,960	.....	427,542
Other countries ..	63,948	.....	1,018,951
Total .....	8,754,297	9,648,626	232,320,323

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	2,812	8,370,995	5,744,387
Boston .....	15	2,564,625	761,910
Philadelphia .....	.....	63,000	295,000
New Orleans .....	.....	.....	949,000
Galveston .....	.....	.....	800,000
St. John, N. B. ....	.....	117,000	84,000
Norfolk .....	.....	70,000	120,000
Total, week....	3,052	11,185,620	8,754,297
Previous week....	1,643	15,613,578	4,423,708
Two weeks ago...	3,122	18,301,685	11,959,221
Cor. week last y'r	1,597	13,519,975	9,648,626

COMPARATIVE SUMMARY OF EXPORTS.			
From Nov. 1, '15, to April 8, '16.	Same time last year.	Changes.	
Pork, lbs....	11,623,600	9,377,400	Inc. 2,246,200
Meats, lbs....	375,893,646	291,885,350	Inc. 84,008,296
Lard, lbs....	232,320,323	289,897,428	Dec. 57,577,105

#### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver- pool.	Glas- gow.	Rotter- dam.	Copen- hagen.
Beef, tierces .....	\$1.25	\$2.00	225c.	250c.
Pork, barrels .....	1.25	2.00	225c.	250c.
Bacon .....	1.25	2.00	225c.	250c.
Canned meats .....	1.25	2.00	200c.	225c.
Lard, tierces .....	1.25	2.00	225c.	250c.
Tallow .....	1.25	2.00	225c.	250c.
Cottonseed oil .....	12.00	9.00	225c.	250c.
Oil Cake .....	1.25	1.00	150c.	140c.
Butter .....	1.50	2.50	250c.	300c.

No rates to Hamburg.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, April 6, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon		Hams		Tallow		Beef		Pork		Lard	
	Cake.	Oil.	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Pkgs.	Tcs.	Pkgs.
Queen Margaret, Liverpool.....	.....	.....	.....	.....	.....	1526	.....	.....	.....	.....	50	410	500	.....	.....	.....
St. Louis, Liverpool.....	.....	.....	.....	.....	.....	1241	.....	.....	.....	.....	.....	60	333	.....	.....	.....
Carpathia, Liverpool.....	.....	.....	.....	.....	.....	3927	.....	.....	.....	.....	75	100	1495	5910	.....	.....
Finland, Liverpool.....	.....	.....	.....	.....	.....	2799	.....	.....	.....	.....	.....	.....	2000	.....	.....	.....
Minnehaha, London.....	.....	.....	.....	.....	.....	1235	.....	.....	.....	.....	.....	167	7243	.....	.....	.....
Andania, London.....	.....	.....	.....	.....	.....	90	.....	.....	.....	.....	120	25	549	670	.....	.....
Cameronia, Glasgow.....	.....	.....	.....	.....	.....	1061	.....	.....	.....	.....	42	.....	47	100	.....	.....
Tuscania, Glasgow.....	.....	.....	.....	150	.....	1314	.....	.....	.....	.....	223	50	.....	.....	.....	.....
Bovic, Manchester.....	.....	.....	.....	500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Aristano, Cardiff.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	55	.....	.....	.....	.....	.....
Exeter City, Bristol.....	.....	.....	.....	.....	.....	472	.....	.....	.....	.....	75	.....	3650	.....	.....	.....
Roanoke, Leith.....	.....	.....	.....	.....	.....	60	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Gorredyk, Rotterdam.....	3235	1500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Bergenafjord, Bergen.....	.....	50	.....	.....	.....	100	.....	.....	.....	.....	.....	115	.....	.....	.....	.....
Older, Havre.....	.....	.....	.....	.....	.....	100	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rochambeau, Bordeaux.....	.....	.....	.....	.....	.....	200	.....	.....	.....	.....	.....	120	825	.....	.....	.....
Lennox, Bordeaux.....	.....	.....	.....	.....	.....	950	.....	.....	.....	.....	90	509	2800	.....	.....	.....
Quernstad, Bordeaux.....	.....	.....	.....	.....	.....	195	.....	.....	.....	.....	166	512	1020	.....	.....	.....
Belgier, St. Nazaire.....	.....	.....	.....	.....	.....	6193	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Allanton, Marseilles.....	.....	.....	.....	.....	.....	688	.....	.....	.....	.....	.....	125	300	.....	.....	.....
Taormina, Genoa.....	.....	.....	.....	.....	.....	.....	.....	57	.....	.....	.....	.....	100	.....	.....	.....
San Georgio, Genoa.....	.....	.....	.....	.....	.....	.....	.....	112	.....	.....	.....	.....	.....	.....	.....	.....
Total .....	3235	2200	.....	.....	.....	22151	.....	169	590	481	4199	25451	.....	.....	.....	.....

## Stearic Acid Hot Presses

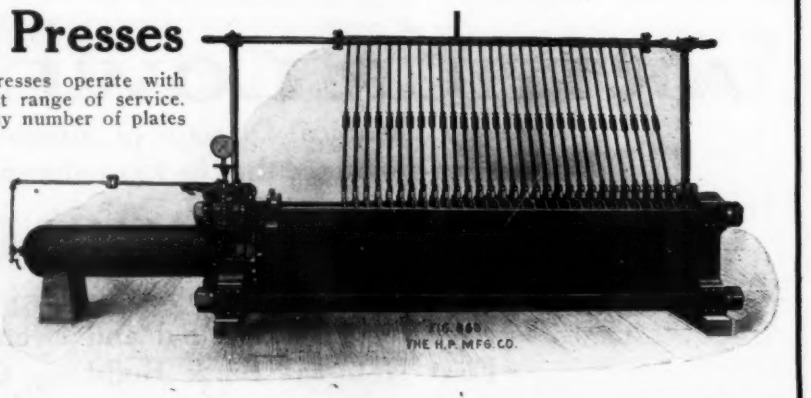
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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—There has not been any important business in the tallow market during the last week, but the undertone is still strong and there are predictions of higher prices for the immediate future. A lot of 50 drums of prime city tallow sold at 9½c. loose. This business represented the first business of this description since the level of 9c. was recorded. A scattered trade in city specials was claimed at about 10½c., but it is said that the next important trade would occur at 10¾c.

The quiet market of late is attributed to the fact that users of tallows supplied themselves quite freely during the latter part of March and early April, and these supplies are now being worked off. Under the same token, distributors are in an easy position, aided by the increased consumption of tallow this season and continued strength imparted to the market by reason of the restricted imports of foreign oils.

The London auction sale resulted in offerings of 1,034 casks, of which 567 were taken at prices unchanged to 6d. decline from those of last week.

Prime city tallow in the local market is quoted at 9¾c. nominal and city special at 10½c. loose.

**OLEO STEARINE.**—The market is steady. Business has passed recently on the basis of 11¾c. and 11½c. The compound lard makers have been the best buyers.

**OLEO OIL.**—The market is very firm. Prices are held higher, with very little trade reported. Extras are quoted at 14@14½c.

SEE PAGE 29 FOR LATER MARKETS.

**COCOANUT OIL.**—The market is very firm on small stocks. Trade is light. Cochin, 18@19c. in pipes; arrivals. —; Ceylon, 16½@17c.

**PALM OIL.**—Values rule very firm on all grades, with light trade. Prime, red, spot, 17@18c.; to arrive, —; Lagos, spot, 20@21c.; to arrive, —; palm kernel, nom.; shipments, —.

**PEANUT OIL.**—The market is firm, but quiet. Demand is fair, with the market firmly held. Prices are quoted at 7@78c.

**NEATSFOT OIL.**—Prices continue very

firm on all grades. For 20 cold test, 103@105; 30 do., 97@100; water white, —.

**CORN OIL.**—The market is very firm, with prices nominal. Prices at \$10¾, nom.

**SOYA BEAN OIL.**—The demand is quiet, but the market is firm. Offerings are small and well held. Spot is quoted at 9½@9¾c.

**GREASES.**—The market is firm and unchanged. Values are well held, with supplies light. Yellow, 9@9¼c., nom.; bone, 9@9¼c., nom.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled 14,065 quarters, compared to nothing last week and nothing two weeks ago. Mutton imports totaled 26,195 sheep and 42,594 lamb carcasses, compared to nothing last week. Arrivals included 2,871 packages of beef pieces and offal, all from Argentina.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to April 14, 1916, show that exports from that country were as follows: To England, 146,176 quarters; to the Continent, 23,544 quarters; to the United States, none. The previous week's exports were as follows: To England, 34,150 quarters; to the Continent, 61,932 quarters; to the United States, none.

### IMPORTS OF FRESH BEEF.

For the week ending April 8, 1916, the Government reports imports of fresh beef at the port of New York amounting to 320,980 pounds, the average value according to estimates from the manifests being 11¼ cents per pound. The previous week's imports totaled 122,742 pounds and averaged 13 1/3 cents per pound.

### MEAT PLANTS IN NEW ZEALAND.

There are 30 slaughterhouses in New Zealand, with a cold-storage capacity of 15,000 to 250,000 sheep carcasses, and more are under construction. The exports of chilled meat for the first ten months of 1915 were valued at \$30,172,300, and comprised 392,908 quarters of beef, 2,169,152 carcasses of mutton, and 3,058,021 carcasses of lamb.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, April 13.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams.**—Green, 8@10 lbs. ave., 15¾c.; 10@12 lbs. ave., 15¾c.; 12@14 lbs. ave., 15¾c.; 14@16 lbs. ave., 15¾@16c.; 18@20 lbs. ave., 16¼@16½c. Sweet pickled, 8@10 lbs. ave., 15¼@15½c.; 10@12 lbs. ave., 15¼@15½c.; 12@14 lbs. ave., 15¼@15½c.; 14@16 lbs. ave., 15½@15¾c.; 18@20 lbs. ave., 15¾@16c.

**Skinned Hams.**—Green, 14@16 lbs. ave., 17¾c.; 16@18 lbs. ave., 17¾c.; 18@20 lbs. ave., 17¾c.; 22@24 lbs. ave., 17c. Sweet pickled, 14@16 lbs. ave., 16¾c.; 16@18 lbs. ave., 16¾c.; 18@20 lbs. ave., 16¾c.; 22@24 lbs. ave., 15¾c.

**Picnic Hams.**—Green, 5@6 lbs. ave., 11¾c.; 6@8 lbs. ave., 11¾c.; 8@10 lbs. ave., 10¾c.; 10@12 lbs. ave., 10¾c. Sweet pickled, 5@6 lbs. ave., 11¾c.; 6@8 lbs. ave., 10¾@10¾c.; 8@10 lbs. ave., 10¾@10¾c.; 10@12 lbs. ave., 10¼c.

**Clear Bellies.**—Green, 6@8 lbs. ave., 17c.; 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; 14@16 lbs. ave., 15c. Sweet pickled, 6@8 lbs. ave., 16c.; 8@10 lbs. ave., 15½c.; 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15c.; 14@16 lbs. ave., 14¾c.

### PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, April 13.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 18½@19½c.; green hams, 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15½c.; 18@20 lbs. ave., 17c.; green clear bellies, 6@10 lbs. ave., 17c.; 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 15½c.; green rib bellies, 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15½c.; S. P. clear bellies, 6@10 lbs. ave., 15½c.; 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15c.; S. P. rib bellies, 10@12 lbs. ave., 15c.; 12@14 lbs. ave., 15c.; S. P. hams, 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15½c.; 18@20 lbs. ave., 18c.; city steam lard, 11½c.; city dressed hogs, 13½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15c.; 14@16 lbs. ave., 14c.; skinned shoulders, 12@12½c.; Boston butts, 14@14½c.; boneless butts, 15½@16c.; neck ribs, 3@4c.; spareribs, 10½@11c.; lean trimmings, 14½c.; regular trimmings, 9½@10c.; kidneys, 6c.; tails, 6@7c.; livers, 2@3c.; snouts, 4½c.; pig tongues, 12c.

# Green Olive Oil Foots

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## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending April 13, 1916, and for the period since September 1, 1915, were:

	Week ending Apr. 13, 1916.	Since Sept. 1, 1915.
From New York—	Bbls.	Bbls.
Africa .....	210	5,153
Algiers, Algeria .....	—	1,310
Algoa Bay, Cape Colony .....	—	24
Auckland, N. Z. ....	—	238
Australia .....	412	1,858
Barbados, W. I. ....	—	706
Barranquilla, Colombia .....	—	4
Bergen, Norway .....	540	4,190
Bermuda .....	—	453
Bordeaux, France .....	685	2,140
Brazil .....	209	1,874
Buenaventura, Colombia .....	—	29
Buenos Aires, A. R. ....	—	1,010
Caibarien, Cuba .....	—	14
Calcutta, India .....	—	5
Cape Haitien, Haiti .....	2	209
Cape Town, Africa .....	—	561
Cartagena, Colombia .....	—	7
Central America .....	29	460
Cette, France .....	—	900
Christiania, Norway .....	—	260
Colon, Panama .....	—	1,246
Columbia, Br. Columbia .....	—	95
Copenhagen, Denmark .....	2,097	18,497
Cristobal, Panama .....	—	38
Cuba .....	300	4,247
Curacao, Leeward Islands .....	—	14
Demerara, Br. Guiana .....	—	258
Genoa, Italy .....	—	9,613
Georgetown, Br. Guiana .....	—	47
Glasgow, Scotland .....	—	1,000
Guatemala, C. A. ....	—	3
Halifax, N. S. ....	—	30
Havana, Cuba .....	—	548
Havre, France .....	775	11,205
Hull, England .....	—	100
Kingston, W. I. ....	—	790
Kobe, Japan .....	—	143
La Guaira, Venezuela .....	—	5
La Pallice, France .....	—	60
Leith, Scotland .....	—	100
Liverpool, England .....	—	6,825
London, England .....	—	25,735
Lyttleton, N. Z. ....	—	15
Macoris, S. D. ....	—	47
Manchester, England .....	—	15,008
Marseilles, France .....	—	39,966
Matanzas, W. I. ....	—	126
Melbourne, Australia .....	—	85
Mexico .....	10	794
Monte Cristi, San Dom. ....	—	436
Montevideo, Uruguay .....	—	5,041
Naples, Italy .....	—	375
Nassau, Bahamas .....	—	2
Nipe, Cuba .....	—	57
Oran, Algeria .....	—	3,200
Para, Brazil .....	—	24
Paramaribo, Dutch Guiana .....	—	183
Pernambuco, Brazil .....	—	214
Piraeus, Greece .....	—	1,345
Port au Prince, W. I. ....	—	3
Port Barrios, C. A. ....	—	22
Port Limon, C. R. ....	—	145
Port Maria, W. I. ....	—	17
Port of Spain, W. I. ....	—	28
Progreso, Mexico .....	—	81
Puerto, Mexico .....	—	47
Puerto Plata, S. D. ....	—	89
Rio de Janeiro, Brazil .....	—	214
Rotterdam, Holland .....	3,000	66,107
St. Johns, N. F. ....	64	187
St. Thomas, W. I. ....	—	495
Sanchez, San Dom. ....	—	293
San Domingo, S. D. ....	40	1,136
Santiago, Cuba .....	—	429
Santos, Brazil .....	—	1,245
South American ports .....	—	1,734
Sydney, Australia .....	—	—
Tampico, Mexico .....	—	—
Trinidad, Island of .....	—	—
Valparaiso, Chile .....	—	1,170
Vera Cruz, Mexico .....	—	293
West Indies .....	—	414
Total .....	—	10,521

## From New Orleans—

Bocas del Toro, Panama ..	—
Christiania, Norway .....	—
Copenhagen, Denmark .....	—
Frontera, Mexico .....	—
Genoa, Italy .....	—
Glasgow, Scotland .....	—
Göthenberg, Sweden .....	—
Havana, Cuba .....	200
Havre, France .....	—
Liverpool, England .....	—
Manchester, England .....	—
Marseilles, France .....	—
Progreso, Mexico .....	—
Rotterdam, Holland .....	5,500
Santiago, Cuba .....	—
Tampico, Mexico .....	—
Vera Cruz, Mexico .....	—
Total .....	5,700

## From Galveston—

Havana, Cuba .....	—
Vera Cruz, Mexico .....	—
Total .....	—

## From Baltimore—

Glasgow, Scotland .....	—
Liverpool, England .....	—
Total .....	—

## From Philadelphia—

Glasgow, Scotland .....	—
Liverpool, England .....	—
Total .....	—

## From Savannah—

Rotterdam, Holland .....	—
Total .....	—

## From Norfolk and Newport News—

Glasgow, Scotland .....	—
Liverpool, England .....	—
London, England .....	—
Total .....	—

## From Mobile—

Buenos Aires, A. R. ....	—
Rosario, A. R. ....	—
Total .....	—

## From Detroit—

Canada .....	—
Total .....	—

## From Buffalo—

Canada .....	—
Total .....	—

## From all other ports—

Mexico .....	—
Total .....	—

## Recapitulation—

From New York .....	10,521
From New Orleans .....	5,700
From Galveston .....	—
From Baltimore .....	—
Total .....	16,221

From Philadelphia .....	—	953	6,333
From Savannah .....	—	3,580	17,841
From Norfolk and Newport News .....	—	4,698	20,770
From Boston .....	—	2	40
From San Francisco .....	—	217	110
From Mobile .....	—	3,440	1,900
From Detroit .....	—	32,982	25,920
From Buffalo .....	—	732	6,807
From all other ports .....	—	3	2
Total .....	16,221	415,823	492,514

## SOUTHERN MARKETS

### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., April 13, 1916.—Crude cottonseed oil 70c.; unsold stocks very light. Meal and hull prices unchanged.

### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., April 13, 1916.—Crude cottonseed oil 72½c. Meal, \$31. Hulls \$14, Atlanta, loose.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 13, 1916.—Prime crude cottonseed oil quiet at 72c. Prime 7½ per cent. meal dull at 29@29½c. Hulls scarce at 15c. loose, 17c. sacked.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 13, 1916.—Crude cottonseed oil practically exhausted; nothing offering. Refined stocks light; demand increasing. Cake and meal unchanged. Hulls higher, \$14 loose, \$16 sacked.

## EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to April 12, 1916:

BUTTER.—Barbados, 4,611 lbs.; Bermuda, 11,149 lbs.; British Guiana, 1,692 lbs.; British West Indies, 8,350; Colombia, 489 lbs.; Cuba, 593 lbs.; Danish West Indies, 2,220 lbs.; Denmark, 15,975 lbs.; French West Indies, 10,233 lbs.; Guatemala, 914 lbs.; Haiti, 5,179 lbs.; Honduras, 200 lbs.; Jamaica, 546 lbs.; Mexico, 510 lbs.; Panama, 11,950 lbs.; San Domingo, 2,470 lbs.; Spanish Africa, 300 lbs.; Venezuela, 1,103 lbs.

EGGS.—Argentina, 9,000 dz.; Bermuda, 1,410 dz.; Cuba, 10 dz.; Panama, 6,000 dz.

CHEESE.—Argentina, 974 lbs.; Barbados, 50 lbs.; Bermuda, 1,842 lbs.; British Guiana, 12 lbs.; British West Indies, 4,290 lbs.; Colombia, 1,181 lbs.; Cuba, 24,940 lbs.; Danish West Indies, 3,516 lbs.; Dutch West Indies, 30 lbs.; England, 915,830 lbs.; French West Indies, 268 lbs.; Guatemala, 274 lbs.; Haiti, 1,139 lbs.; Jamaica, 3,719 lbs.; Mexico, 140 lbs.; Panama, 8,127 lbs.; San Domingo, 6,139 lbs.; Spain, 184 lbs.; Spanish Africa, 400 lbs.; Venezuela, 763 lbs.

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# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Develops Renewed Strength—Improved Consuming Trade—Much Attention Given to Rise in Lard—Compounders Buy Cotton Oil—Strength in Southern Crude Oil Markets—Bull Interests Confident of Their Position—Export Situation Clouded.**

Renewed strength in cotton oil markets was witnessed during the past week, the advances being substantial and bringing levels close to the highest prices in the history of the trade. An improvement in the consuming demand for cotton oil had much to do with the recording of the advance. The principal buying was credited to compound lard makers and to other consumers of the better descriptions of cotton oil. Rumors were current of absorption of cotton oil products, among other foodstuffs, for the American government.

This betterment in the demand occasioned quite a little buying of contracts in the local futures markets for the account of the refiners. There was evidence of increased confidence among speculative holders, particularly those comprising the southern bull clique as no indication was noted of a disposition to release contracts on the first set of bulges in the price list.

The sentiment is still in favor of materially high prices. It is argued that consumers of

cotton oil have not protected themselves with supplies for the summer. Much attention is being given to the fluctuations in the western lard market as these have been conducive to establishing the animal lard basis at levels  $\frac{1}{4}$  to  $\frac{3}{4}$  c. above the basis for compound lard. Under the circumstances a larger distribution of the latter product is to be expected. It is believed that larger sales of compound lard at this stage of the season will have more effect on the cotton oil list than under ordinary conditions with the amount of oil available much larger than at present.

The crude oil markets have been strong. Not a great deal of significance was attached to the fact that old crop oil could hardly be purchased at Southern points even when bids were raised a few cents a gallon, but a great deal was thought of the indisposition of Southern mill people to contract to sell new crop oil freely. During the past several weeks there has been more or less selling of prospective new crop oil or hedging a prospective new crop production. Of course, there can only be a certain amount of this class of business consummated, particularly as the cotton crop start and the size of the crop are unknown factors, while transportation conditions will also have some bearing on the situation this season.

There has been evidence of a little speculative demand for the new crop oil despite the comparatively high prices. As an offset to the prices basis the discount of the far-off months as compared with old crop deliveries in the New York market are literal. It is known that part of this buying is based on the theory that consumers of low grade cotton oil will be attracted by these discounts, especially as competing products to cotton oil are not being quoted at such discounts for Fall delivery. For instance, tallow is now quoted 10 $\frac{1}{2}$  c. loose with predictions of a 10 $\frac{3}{4}$  c. basis very soon and tallow handlers would not name a basis of say 9 $\frac{1}{2}$  c. for Fall delivery.

The weather through the South recently has been favorable for the planting of cotton and such operations have made material progress. Some authorities have expressed the opinion that the cotton area this year will be increased 10 to 20 per cent., but the conservative view is that the area as a whole will not be much more than 10 per cent. over that of a year ago.

Toward the close of the week it became known that the Holland-American Line had temporarily suspended its sailings. Cotton oil interests evinced much interest in this feature as oil shipments to Rotterdam are always of good-sized volume.

Closing prices:

Saturday, April 8, 1916.—Spot, \$10.50; April, \$10.38@10.60; May, \$10.40@10.42; June, \$10.38@10.41; July, \$10.42@10.44;

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### Cotton Seed Oil

LOUISVILLE, KY.

August, \$10.43@10.44; September, \$10.37@10.38; October, \$9.33@9.35; November, \$8.60@8.62. Futures closed 1 decline to 3 advance. Sales were: May, 800, \$10.41@10.40; June, 500, \$10.40@10.40; July, 1,000, \$10.43@10.42; August, 2,200, \$10.44@10.40; September, 2,000, \$10.37@10.35; October, 200, \$9.32@9.30; November, 100, \$8.61. Good off, \$10@10.50; off, \$10@10.50; reddish off, \$9.80@10.50; winter, \$11@11.50; summer, \$10.75@11.50; prime crude, S. E., \$9.33, nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Monday, April 10, 1916.—Spot, \$10.50@11.25; April, \$10.35@10.80; May, \$10.49@10.52; June, \$10.48@10.51; July, \$10.52@10.53; August, \$10.52@10.53; September, \$10.46@10.48; October, \$9.42@9.45; November, \$8.63@8.65. Futures closed 3 to 10 advance. Sales were: May, 400, \$10.50@10.40; June, 100, \$10.45; July, 2,800, \$10.52@10.44; August, 1,000, \$10.53@10.45; September, 300, \$10.47@10.39; October, 500, \$9.41@9.35; November, 2,300, \$8.64@8.58. Good off, \$10@10.75; off, \$9.90@10.65; reddish off, \$9.90@10.65; winter, \$11@11.50; summer, \$10.75@11.50; prime crude, S. E., \$9.33, nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Tuesday, April 11, 1916.—Spot, \$10.50; April, \$10.40@10.85; May, \$10.76@10.78; June, \$10.72@10.75; July, \$10.76@10.78; August, \$10.76@10.78; September, \$10.66@10.69; October, \$9.56@9.58; November, \$8.74@8.77. Futures closed 5 to 27 advance. Sales were: May, 1,000, \$10.80@10.59; June, 200, \$10.57; July, 7,700, \$10.80@10.57; August, 5,400, \$10.82@10.62; September, 3,200, \$10.73@10.57; October, 900, \$9.59@9.52; November, 400, \$8.78@8.70. Good off, \$10.10@10.65; off, \$10@10.65; reddish off, \$9.90@10.60; Winter, \$10.75; summer, \$10.70; prime crude, S. E., \$9.33, nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Wednesday, April 12, 1916.—Spot, \$10.50@11.25; April, \$10.50@11; May, \$10.85@10.88; June, \$10.80@10.85; July, \$10.86@10.87; August, \$10.83@10.84; September, \$10.69@10.71; October, \$9.55@9.57; November, \$8.78@8.82. Futures closed 10 advance to 1 lower. Sales were: May, 1,900, \$10.90@10.82; June, 400, \$10.83@10.77; July, 6,900, \$10.93@10.85; August, 4,500, \$10.92@10.82; September, 3,000, \$10.82@10.75; October, 1,100, \$9.65@9.55; November, 800, \$8.82@8.78. Good off, \$9.90; off, \$9.90; reddish off, \$9.90; winter, \$10.65; summer, \$10.65; prime crude, S. E., \$9.67, nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Thursday, April 13, 1916.—Spot, \$10.50; April, \$10.50@11; May, \$10.74@10.78; June, \$10.70@10.80; July, \$10.76@10.77; August, \$10.75@10.77; September, \$10.62@10.64; October, \$9.46@9.47; November, \$8.73@8.74. Futures closed unchanged to 11 lower. Sales were: May, 100, \$10.87; July, 3,000, \$10.90@10.75; August, 2,600, \$10.90@10.75; September, 400, \$10.71@10.62; October, 800, \$9.55@9.48; November, 200, \$8.75@8.74. Good off, \$9.90; off, \$10; reddish off, \$10.10; winter, \$10.50; summer, \$10.75; prime crude, S. E., \$9.60, nom.

SEE PAGE 26 FOR LATER MARKETS.

#### COTTON OIL CONVENTIONS.

Interstate Association of Oil Mill Superintendents, Charlotte, N. C., May 31, June 1 and 2.

Inter State Cotton Seed Crushers' Association, Memphis, Tenn., June 6, 7 and 8.

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## FACTS ABOUT PLANTING PEANUTS FOR PROFIT

### Spanish Peanut as a Substitute for the Cotton Crop

By Edward A. Eve, Sea Island Cotton Oil Co., Charleston, S. C.

[EDITOR'S NOTE.—Continuing the publication of all information of interest in relation to the new proposition of peanut crushing as a side line for cotton oil mills, the following article concerning the profitable growing of Spanish peanuts will be of value to those desirous of pushing this propaganda among planters.]

Can peanuts be raised profitably in South Carolina? Can the average farmer afford to risk putting in a considerable crop of peanuts the coming season? This question seems to be arousing more general interest among the farmers than anything else at the present time—and there is very good reasons for it. In fact, there are several good reasons why this proposition demands the immediate attention of the farmers and the most careful study by them.

In the first place, all thinking farmers are rapidly coming to see the wisdom of diversifying their crops, and rotating their lands; and they are on the lookout for the best suited crops for this purpose. Though the boll weevil may not reach us for several years, and may not even then make cotton raising unprofitable; still we do not want to be wholly dependent upon cotton or any one money-crop. It takes years of experience to learn how to make and harvest any crop on a large scale to the very best advantage, and no time should be lost in beginning to acquire this necessary experience in a practical way.

The recently developed fact that the cottonseed oil mills, or at least those using the cold press process, can use peanuts successfully for making an edible oil and an excellent meal for feed stock, has assured a large and permanent market for peanuts within our own State.

The price that the oil mills can afford to pay the farmers for their peanuts will depend to a large extent upon the farmers themselves. All of the products from the peanuts we raise in this State can and should be used within the State. This would work to the mutual benefit of us all, and would

assure the peanut planter of a substantial market for his crop at a remunerative price.

#### Value of Peanut Oil and Meal.

The crude peanut oil, which is now being sold at about the price of cottonseed oil, is a superior oil in every way, and when properly prepared and put on the market it will soon take its place alongside of the finest olive oil, for its flavor and wholesomeness cannot be surpassed.

Peanut meal, which is now just becoming recognized as an ideal concentrated feed for all kinds of stock, and is being sold at a price just a trifle above that of corn chops, wheat bran and the so-called "high-grade" prepared feeds (none of which contain one-half its actual feed-value), this same peanut meal is capable of being refined and purified to a point where it will some day become, not only a wholesome and economical poor man's diet, but a delicacy for the rich man's table.

Another thing that is arousing the interest of the farmers at this time is the report that certain farmers in Florence and Marion counties have made enormous yields and good profits on peanuts this season. I know these reports are true in some cases, for I have recently visited several of these farms and investigated for myself.

I am reasonably sure that a considerable acreage has yielded 100 bushels, or 1½ tons, of good Spanish peanuts per acre, and these have been sold for 75 cents per bushel, or more. About one ton per acre of excellent peanut hay has also been produced, and the farmers value this at \$15 to \$20 per ton. They say it produces the best milk and butter they ever tasted. Of course, some of these farmers slipped up and made poor yields, almost complete failures in some spots; but they admit that they made many

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errors from lack of experience, and they all seem to be going in for a larger acreage of peanuts next season.

Many of them were induced to go into this business last season by the assurance from a certain oil mill that it would buy all the peanuts they raised at a remunerative price, and they have not been disappointed in this. Some of them claim a net profit of \$65 per acre.

Peanuts are undoubtedly a much cheaper crop to raise and harvest than cotton. With the proper machinery, comparatively little labor is required, either in cultivating or harvesting. They require less fertilizer, will produce a profitable yield on poorer soil, and are a very much quicker crop than cotton. The picking machinery is simpler and less expensive than ginning machinery.

#### Methods of Cultivating Spanish Peanuts.

Without discussing the different varieties of peanuts, of which there are many, we will assume that the small Spanish is the surest and best variety, for the beginner, at least. To quote from the Farmers Bulletin No. 431 of the United States Department of Agriculture: "The Spanish peanut can be grown under a broader range of conditions than the large-podded sorts," and, "When peanuts are grown exclusively for feeding purposes the Spanish is undoubtedly to be preferred."

This is confirmed by Bulletin No. 3 on "Peanut Culture" by the North Carolina Department of Agriculture, and by a number of experiments that have come under my own observation. It is quicker than the other varieties, grows upright, makes an abundant forage, bears in a cluster around the tap root, and is almost sure to fill out well under any conditions. The Spanish is certainly the most desirable variety for oil mill purposes, as it contains a high percentage of oil and of protein, and it is also in great demand from the peanut butter manufacturers.

For the above reasons, and because peanut culture is too large a subject for me to attempt to cover as a whole, and because I have made a closer study of the culture of this variety than any other, I will confine my remarks and make them especially applicable to the small Spanish peanut. I have recently spent a week among the peanut fields of southeastern Virginia, and have made the most thorough investigation in the neighborhood of Petersburg, where the Spanish peanut is raised almost exclusively.

The North Carolina Bulletin referred to says: "All experiments have proven that

plants from carefully selected seed will give a much larger yield than from seed taken indiscriminately from the barn. We have no crop which shows more marked increase from carefully selected and saved seed than the peanut." And to quote from it further: "In order to get the best yield of good merchantable nuts, it is absolutely essential to get a stand from the first planting."

Practically all the failures that I have seen in this State during the last four years that I have been promoting and studying this industry have been due to bad stands. With these warnings in view, each prospective peanut planter should begin in time and use every precaution to secure good seed from some reliable source.

Do not be fooled into buying them ready-shelled, as several good authorities claim that they come up very poorly unless freshly shelled, and that when shelled by machinery a great many are cracked and killed. Shell them by hand, not many days before planting; or else, simply break them in half. Be sure not to use seed that are more than a year old.

Do not let any one persuade you to plant the "Improved Spanish." They are large and pretty, but very uncertain bearers. The small Spanish are the safest. Among these there are at least three varieties, the White, the Red and the Brown. The Marion county planters used the White Spanish last season, and they are thoroughly satisfied that this is the best; though perhaps there is not much choice in the color.

"Any soil that will grow peas will grow peanuts." "Any soil which can be put into a mellow friable condition to a depth of four or five inches will grow peanuts." Such quotations from good authorities show that peanuts can be grown almost anywhere except on sour or poorly drained land.

The importance of having the soil thor-

oughly pulverized before planting cannot be overestimated.

#### Soil Selection and Preparation.

Lime should always be used for peanuts, 400 to 700 pounds on upland, and 1,000 to 1,500 pounds on low lands. A good way to apply this is to broadcast it after the land is broken and harrow it in. If put in the furrow, it should be stirred before the fertilizer is applied. Use the cheapest and most available kind of lime.

Lay off the rows 2½ feet apart, put in the fertilizer, and throw up a small bed as for planting cotton. Do not let the grass get a start on this bed before planting, as it is very hard to get it out of the peanuts after they come up.

As peanuts obtain nitrogen from the air, it is not necessary to use so much ammonia in the fertilizer for this crop. Acid phosphate is quite important; and potash can be used to good advantage when available (but there is no use to talk about that now). Acid phosphate and cottonseed meal are recommended by the North Carolina Department of Agriculture. If mixed in equal quantities this will give you an appreciable percentage of potash.

I would suggest 300 to 600 pounds of this mixture, according to the requirements of the soil. Rich land will make a few good crops of peanuts without anything but lime. On the poorer lands of Virginia the vines are often put back in the furrow for the next crop—but they are too good a feed for this.

#### Planting and Cultivation.

To plant an acre requires about 1½ bushels (45 pounds) of small Spanish peanuts in the shell, or 30 pounds shelled. They are dropped about 6 inches apart on the 2½-foot rows, two kernels to the hill, and covered 1½ inches deep. A regular peanut planter is

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generally used for this work. It is something like a pea planter, but a much better machine. These machines cost about \$10.

Take no chances, but inoculate your seed. Our Commissioner of Agriculture will furnish the bacteria at 40 cents per acre. Some soils may not require inoculation, but it will pay to use it almost anywhere. Directions will be sent with the bacteria.

As to the time of planting, there is a wide latitude. You can plant peanuts as early as you would cotton, say April, and gather them in July, following them with a second crop, or with peas or any fall crop. They can be planted after any spring crop, up to the 10th of July. Most of the Virginia planters that I talked with preferred planting in June, but I believe early planting is the best in this section.

Any good cotton planter would know how to cultivate peanuts, with the following simple precautions: Keep the grass down from the start, as it is very hard to get it out when the vines begin to spread, and grass is ruinous to a good yield and troublesome in harvesting. Do not work up too much bed to the plants.

The best time to dig is generally 90 to 120 days after planting, but this must be determined by examining the fruit constantly and judging when the greatest number of mature nuts are sticking on to the vines. New nuts will keep coming, but the old ones will begin to drop off at a certain stage.

For digging use a turn plow without the wing, but with a specially made point about 14 inches wide. This runs under and loosens up the nuts, cutting the tap-root and leaving some of the nitrogen nodules to enrich the land. The vines are then taken up by hand, shaken and turned over.

They are then gathered up before they wilt too much and stacked. Small poles 6 to 7 feet long are stuck in the ground, and cross-pieces about 3 feet long are nailed to these poles about a foot above the ground, so as to give ventilation, the vines are stacked around these poles, with the nuts inside to protect them from the weather and the birds. The stack is made about 3 feet in diameter at the bottom, and capped at the top with a bunch of grass. Here they stand for three or four weeks, until the nuts are thoroughly dry.

#### Picking and Marketing.

As soon as the nuts are thoroughly dry they should be picked. This is done with a picking machine something like a grain thresher. There are two or three makes on the market, but the Benthall picker seems to be the most popular. This machine costs about \$400, and is run by a 6 h. p. gasoline motor that costs \$200, making about \$600 for the complete outfit, all mounted on wheels and ready to be hauled from one field to another. It picks 300 to 500 bushels per day.

The picking machine is placed at the most convenient point and the stacked peanuts are hauled to it. The easiest way is to pull up the pole and load the whole on the wagon. The poles are slipped out as the vines are unloaded. The vines are then fed to the picker which chops them up into good shape for forage, picks, cleans and sacks all the solid peanuts, and blows out the "pops" along with the vines. The peanuts are then ready for the market, and the vines ready to be baled up and sold or stacked for feeding the

farm animals through the winter. They are said to be as good as the best peavine or alfalfa hay.

The practical plan for beginning the peanut industry in our State is for some enterprising man in each community to see his progressive neighbors and get each one to agree to plant so many acres and let him pick them at so much per bushel—say 10 cents, to start with. Then, when he has 100 or 200 acres pledged, he can safely go ahead and invest in a picking machine, and perhaps make it pay for itself in the first season. I know some South Carolina farmers who did this last season. They were so well pleased that they expect to put their whole plantations in peanuts this year, and buy more machines.

#### ENDORSES COTTONSEED FLOUR.

The Kentucky Agricultural Experiment station, under the direction of Food Commissioner R. M. Allen, has been making experiments with bread, covering a wide variety of ingredients and other factors concerned in practical commercial baking. Many types and mixtures of flour were used, yeasts plain and re-enforced, and a series of experiments un-

dertaken with a view to ascertaining the value of cottonseed flour as a mixture for wheat flours. The general conclusions on the latter suggestion indicate promising possibilities for cheaper flour in the future.

In his report Commissioner Allen says:

"Cottonseed flour contains no starch, about 50 per cent. protein and 10 per cent. fat; while wheat flour contains about 70 per cent. starch, 10 per cent. protein and 1 per cent. fat. From these approximate analyses it is readily deduced that by judicious mixing of the two flours we may get a mixture that will approach a balanced ration in itself. By varying the protein content of the mixture, a bread can be made for one whose nitrogen consumption is small or for the day laborer whose nitrogen intake is very large.

"The average digestibility of the different elements in cottonseed flour compares favorably with that of other foodstuffs. Altogether it seems that cottonseed flour as a food product has large possibilities. In the actual baking of cottonseed flour with wheat flour, not more than a 20 per cent. mixture has been successful. The protein of cottonseed flour has properties different from the gluten of wheat flour, the chief one of these being that it is not at all elastic.

"A series of bakes with cottonseed flour produced the following results: Cottonseed flour stimulated fermentation. It caused decrease in loaf volume by weakening or diluting the gluten of the wheat flour. When more than 75 gms. of cottonseed flour is added the gluten is so weakened that sufficient rise for baking cannot be secured. The color resembles that of ginger bread when as much as 20 per cent. of cottonseed flour is added. The loaf has a rich, nutty flavor that is highly pleasing, and it is the opinion of those who have tried it that the flavor is an improvement over the straight wheat flour."

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, April 14.—Latest quotations of chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda 5½¢. per lb., basis 60 per cent.; 60 per cent. caustic soda, 5½¢. per lb.; 98 per cent. powdered caustic soda in bbls., 6¢. per lb.; 48 per cent. carbonate of soda, 3¼¢. per lb.; talc, 1¼@1½¢. per lb.; 58 per cent. soda ash, 3½@3¾¢. per lb., basis 48 per cent.; silic, \$15 @20 ton of 2,000 lbs.; chloride of lime, in casks, 11¢. per lb., in bbls., 12 per lb.

Prime palm oil, 16¢. per lb.; clarified palm oil, in bbls., 18¢. per lb.; genuine Lagos palm oil in casks, 20¢. per lb.; palm kernel oil, 16¢. per lb.; yellow olive oil, 96¢. per gal.; green olive oil, 93¢. per gal.; green olive oil foots, 13@14¢. per lb.; Ceylon coconut oil, 16½@17¢. per lb.; Cochin coconut oil, 18@19¢. per lb.; cottonseed oil 11½@12¢. per lb.; soya bean oil, 9½@9¾¢. per lb.; prime city tallow, 9½¢. per lb.; corn oil, 10¾¢. per lb.; peanut oil, soapmakers, 76@78¢. per gal.; peanut oil, edible, 90¢. per gal. House grease, 9½@9¾¢. per lb.; oleo stearine, 11½¢. per lb.; brown grease, 8@8¼¢. per lb.; yellow packers' grease, 9@9¼¢. per lb.

Dynamite glycerine, 55¢. per lb.; saponified glycerine 45¢. per lb.; crude soap lye, glycerine, 40¢. per lb.

There is a lot of talk about hard times and unemployment. But a good cotton oil mill man is always in demand, and can get a good job if he goes about it in the right way. Use page 48 of The National Provisioner, the recognized medium for this purpose.

#### Cottonseed Products Associations.

##### INTER-STATE COTTON SEED CRUSHERS' ASSOCIATION.

President, J. J. Culbertson, Paris, Tex.  
Vice-President, Geo. W. Covington, Hazlehurst, Miss.  
Secretary-Treasurer, Robt. Gibson, Dallas, Texas.

##### ALABAMA COTTON SEED CRUSHERS' ASSOCIATION.

President, J. W. Rodney, Roanoke.  
Vice-President, Cad Jones, Osark.  
Secretary-Treasurer, C. E. McCord, Prattville.

##### ARKANSAS COTTON SEED CRUSHERS' ASSOCIATION.

President, W. A. Isgrig, Little Rock.  
Vice-President, J. L. Conner, Augusta.  
Secretary, P. F. Cleaver, Arkadelphia.  
Treasurer, W. B. Mann, Marianna.

##### GEORGIA COTTON SEED CRUSHERS' ASSOCIATION.

President, E. C. Ponder, Rutledge.  
Vice-President, Henry C. Brown, Augusta.  
Secretary-Treasurer, E. F. Chivers, Atlanta.

##### LOUISIANA COTTON SEED CRUSHERS' ASSOCIATION.

President, J. W. Vogler, Baton Rouge.  
Vice-President, Henry Burke, Alexandria.  
Secretary-Treasurer, Bryan Bell, New Orleans.

##### MISSISSIPPI COTTON SEED CRUSHERS' ASSOCIATION.

President, C. R. Strain, Tupelo, Miss.  
Vice-President, W. H. Madden, Yazoo City.  
Secretary-Treasurer, H. C. Forrester, Meridian.

##### NORTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

President, N. E. Edgerton, Selma.  
Vice-President, Jonathan Havens, Washington.  
Secretary, H. A. White, Greenville.  
Treasurer, F. C. Dunn, Kinston.

##### OKLAHOMA COTTON SEED CRUSHERS' ASSOCIATION.

President, Geo. H. Walker, Muskogee.  
Vice-President, George Dasher, Chickasha.  
Secretary-Treasurer, J. M. Aydelotte, Oklahoma City.

##### SOUTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

President, F. H. Hendrix, Leeville.  
Vice-President, J. B. Caldwell, Campobello.  
Secretary, B. F. Taylor, Columbia.  
Assistant Secretary, W. B. West, Columbia.

##### TEXAS COTTON SEED CRUSHERS' ASSOCIATION.

President, B. W. Couch, Fort Worth.  
Vice-President, Chas. Du Bose, Alice.  
Secretary, Robert Gibson, Dallas.  
Treasurer, J. A. Underwood, Honey Grove.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, April 14.—Market firm. Western steam, \$12.25@12.35 nom.; Middle West, \$10.95@12.05; city steam, 11½c. nom.; refined Continent, \$12.85; South American, \$13.10; Brazil, kegs, \$14.10; compound, 11½@11¾c.

### Marseilles Oils.

Marseilles, April 14.—Copra fabrique, 168 fr.; copra edible, — fr.; peanut fabrique, 124 fr.; copra edible, — fr.

### Liverpool Produce Market.

Liverpool, April 14.—(By Cable).—Beef, extra India mess, 175s.; pork, prime mess, 125s.; shoulders, square, 74s.; New York, 71s.; picnic, 70c. 6d.; hams, long, 88s.; American cut, 89s. Bacon, Cumberland cut, 85s. 6d.; long clear, 88s.; short back, 82s.; bellies, clear, 93s. Lard, spot prime, 70s.; American refined, 28-lb. box, 75s. 3d.; May, 74s. 9d. Lard (Hamburg), nom. Tallow, price city, 52s. 6d.; New York City special, 56s. Cheese, Canadian finest white, new, 104s. Tallow, Austrian (at London), 50s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market continued firm with a fair demand for cash product.

### Tallow.

Prices are very firm for all grades with supplies light. City is quoted at 9½c. and special at 10½c.

### Oleo Stearine.

Prices continue very firm with light offerings. Oleo is quoted at 11½c.

### Cottonseed Oil.

The market was firmer with lard and on the report of adjustment of the difficulties on the Holland-American line.

Market closed unchanged to 12 points lower. Sales, 13,000 bbls. Spot oil, \$10.50 bid. Crude, Southeast, \$9.47 nom. Closing quotations on futures: April, \$10.50@10.80; May, \$10.62@10.68; June, \$10.64@10.70; July, \$10.71@10.73; August, \$10.71@10.73; September, \$10.60@10.61; October, \$9.45@9.48; November, \$8.70@8.78; good off oil, \$10 bid; off oil, \$10 bid; red off oil, \$9.80 bid; winter oil, \$10.60 bid; summer white oil, \$10.60 bid.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, April 14.—Hog market strong and 5@10c. higher. Bulk of prices \$9.75@9.95; light, \$9.45@10; mixed, \$9.55@10; heavy, \$9.35@10; rough heavy, \$9.35@9.55; Yorkers, \$9.75@9.90; pigs, \$7.40@9.20; cattle, steady; beefs, \$8@10; cows and heifers, \$4.10@9.20; Texas steers, \$7.70@8.65; Western, \$7.75@8.70. Calves, \$7.25@10.25. Sheep, steady, shade lower; sheep, native, \$7@8.85; yearlings, \$7.90@10.50; lambs, \$7.75@11.20; Western, \$8@11.80.

Kansas City, April 14.—Hogs higher, at \$9.15@9.75.

Omaha, April 14.—Hogs higher, at \$9.20@9.70.

Buffalo, April 14.—Hogs higher, on sale, 4,800, at \$10.30@10.50.

St. Joseph, April 14.—Hogs higher, at \$9@9.65.

Sioux City, April 14.—Hogs higher, at \$9.35@9.65.

Louisville, April 14.—Hogs steady, at \$9.25@9.70.

Indianapolis, April 14.—Hogs steady, at \$9.95@10.

St. Louis, April 14.—Hogs steady, at \$9.70@10.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 8, 1916, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	4,337	18,800	17,131
Swift & Co.	3,909	6,600	22,934
S. & S. Co.	2,656	7,200	8,223
Morris & Co.	3,233	5,800	6,273
G. H. Hammond Co.	1,236	4,700	...
Libby, McNeill & Libby	1,017	...	...
Anglo-Amer. Provision Co.	333	4,400	...
Western Packing & Provision Co., 14,000 hogs;			
Boyd, Lunham & Co., 5,000 hogs; Roberts & Oake,			
3,400 hogs; Miller & Hart, 3,500 hogs; Independent			
Packing Co., 5,000 hogs; Brennan Packing Co., 6,000			
hogs; others, 7,000 hogs.			

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	2,150	6,330	3,347
Fowler Packing Co.	344	...	2,370
S. & S. Co.	2,328	4,316	3,383
Swift & Co.	2,523	4,622	5,967
Cudahy Packing Co.	2,290	4,211	3,922
Morris & Co.	2,240	4,254	3,277
Others	283	620	123

Heil Packing Co., 598 hogs; New York Butchers Dressed Meat Co., 42 cattle; United Dressed Beef Co., 43 cattle; J. Stern & Son, 124 cattle; S. Kraus, 38 cattle; I. Meyer, 247 cattle; Graybill & Stephenson, 2,735 hogs; Blount, 44 cattle and 1,529 hogs; John Morrell & Co., 231 cattle and 251 hogs; Schwartz, Bolen & Co., 7 cattle and 4,951 hogs; Independent Packing Co., 108 cattle and 275 sheep; M. Rice, 3,415 hogs.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,761	3,973	2,201
Swift & Co.	1,885	2,931	2,137
Armour & Co.	1,723	5,606	1,988
East Side Packing Co.	123	1,356	...
Independent Packing Co.	433	...	...
St. Louis Dressed Beef Co.	382	...	...
Sartorius Provision Co.	3	535	...
Carondelet Packing Co.	32	334	...
Krey Packing Co.	11	...	...
Heil Packing Co.	8	518	...
J. H. Belz Provision Co.	...	140	...
Others	562	19,117	1,830

Lincoln Packing Co., 109 cattle; Kohrs Packing Co., 746 hogs; South Omaha Packing Co., 18 cattle; T. M. Sinclair & Co., 73 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,761	3,973	2,201
Swift & Co.	1,885	2,931	2,137
Armour & Co.	1,723	5,606	1,988
East Side Packing Co.	123	1,356	...
Independent Packing Co.	433	...	...
St. Louis Dressed Beef Co.	382	...	...
Sartorius Provision Co.	3	535	...
Carondelet Packing Co.	32	334	...
Krey Packing Co.	11	...	...
Heil Packing Co.	8	518	...
J. H. Belz Provision Co.	...	140	...
Others	562	19,117	1,830

Sioux City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	1,704	10,308	...
Cudahy Packing Co.	1,251	9,088	...
Others	7,495	526	...

John Morrell & Co., 24 hogs; J. E. Decker & Sons, 16 cattle and 398 hogs; G. A. Hormel & Co., 350 hogs; Sachs Bros. Packing Co., 39 cattle; Parker, Webb & Co., 186 hogs; R. Hurl Packing Co., 147 cattle; Western Packing & Provision Co., 598 hogs; Statler & Co., 60 cattle; The Layton Company, 1,200 hogs; North Packing & Provision Co., 6,136 hogs; Des Moines Packing Co., 60 cattle.

## FOREIGN COMMERCIAL EXCHANGE.

New York, April 14.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73½
Cable transfers	4.77
Demand sterling	4.76½
Commercial, 60 days	4.72½
Commercial, 90 days	4.70½
Paris—	
Commercial, 90 days	No quotations.
Commercial, 60 days	No quotations.
Commercial, sight	6.08
Bankers' cables	6.06½
Bankers' checks	6.07½
Berlin—	
Commercial, sight	No quotations.
Commercial, 60 days	72½
Cable transfers	—
Antwerp—	
Commercial, 60 days	No quotations.
Commercial, 60 days	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	42½
Bankers' sight	42½
Copenhagen—	
Checks	29.63

## RECEIPTS AT CENTERS

SATURDAY, APRIL 8, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	200	11,800	1,000
Kansas City	100	500	...
Omaha	300	7,000	...
St. Louis	100	2,500	...
St. Joseph	...	3,000	...
Sioux City	200	3,000	500
St. Paul	200	1,000	...
Oklahoma City	...	1,500	...
Fort Worth	360	1,600	600
Milwaukee	...	300	...
Denver	200	200	600
Louisville	50	1,435	50
Cudahy	...	200	...
Wichita	...	501	...
Indianapolis	200	2,000	...
Pittsburgh	...	2,000	600
Cincinnati	100	1,700	100
Buffalo	125	3,000	2,000
Cleveland	120	1,000	1,200
New York	319	1,669	943
Toronto, Canada	171	903	...

MONDAY, APRIL 10, 1916.

Chicago	20,000	58,000	13,000
Kansas City	13,000	10,000	6,000
Omaha	6,400	8,000	10,000
St. Louis	3,100	9,000	1,800
St. Joseph	1,800	6,000	2,000
Sioux City	3,500	3,000	...
St. Paul	3,300	14,000	250
Oklahoma City	500	2,500	200
Fort Worth	2,200	2,500	2,500
Milwaukee	50	945	...
Denver	1,100	1,900	...
Louisville	1,200	3,400	100
Detroit	...	650	...
Cudahy	...	500	...
Wichita	...	61	...
Indianapolis	5,000	3,000	...
Pittsburgh	1,600	6,000	1,800
Cincinnati	1,500	4,733	300
Buffalo	4,000	15,200	4,000
Cleveland	2,400	7,000	2,000
New York	2,540	9,758	5,250
Toronto, Canada	2,333	498	67

TUESDAY, APRIL 11, 1916.

Chicago	4,000	13,000	15,000
Kansas City	7,000	11,000	5,300
Omaha	548	13,000	10,550
St. Louis	2,300	10,000	1,600
St. Joseph	2,000	8,000	4,900
Sioux City	3,000	7,000	500
St. Paul	4,000	9,000	400
Oklahoma City	900	3,200	...
Fort Worth	3,000	4,000	300
Milwaukee	600	1,143	...
Denver	100	2,800	...
Louisville	100	400	2,000
Detroit	...	200	...
Cudahy	...	3,600	...
Wichita	...	2,832	...
Indianapolis	500	4,000	...
Pittsburgh	100	2,000	2,000
Cincinnati	100	2,850	100
Buffalo	250	6,500	1,000
Cleveland	120	1,000	1,200
New York	1,183	3,218	1,147
Toronto, Canada	905	915	980

WEDNESDAY, APRIL 12, 1916.

Chicago	12,000	18,000	14,000
Kansas City	3,000	8,000	10,000
Omaha	4,000	8,000	10,000
St. Louis	1,900	6,000	2,800
St. Joseph	900	4,000	4,000
Sioux City	1,200	7,000	300
St. Paul	2,200	7,000	500
Oklahoma City	600	3,000	...
Fort Worth	3,000	5,000	...
Milwaukee	100	8,112	...
Denver	400	600	600
Louisville	100	1,600	50
Detroit	...	5,000	...
Cudahy	...	300	...
Wichita	...	1,435	...
Indianapolis	550	4,000	...
Pittsburgh	...	2,000	...
Cincinnati	500	3,890	500
Buffalo	100	1,600	2,400
Cleveland	400	1,000	2,400
New York	1,877	7,550	3,250
Toronto, Canada	1,041	2,005	110

THURSDAY, APRIL 13, 1916.

Chicago	5,000	15,000	15,000
Kansas City	1,500	6,000	8,000
Omaha	4,000	8,000	10,000
St. Louis	1,400	5,500	1,800
St. Joseph	1,200	5,400	2,200
St. Paul	...	5,000	...
Oklahoma City	200	1,600	...
Fort Worth	5,300	1,900	...
Sioux City	1,200	4,000	200
Milwaukee	...	2,120	...
Louisville	...	1,700	...
Detroit	...	4,100	...
Cudahy	...	1,000	...
Wichita	...	3,292	...
Indianapolis	...	4,000	...
Cincinnati	400	3,325	100
Buffalo	60	2,000	400
Cleveland	...	1,000	...
New York	1,120	2,836	3,260

FRIDAY, APRIL 14, 1916.

Chicago	1,500	16,000	9,000
Kansas City	800	3,000	3,000
Omaha	1,500	9,500	3,000
St. Louis	500	7,000	600
St. Joseph	250	3,100	...
Sioux City	800	7,500	...
Fort Worth	2,000	3,000	300
St. Paul	2,000	9,000	50
Oklahoma City	300	3,500	...

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The big hide movement continues in Chicago. The packers are working off their March hides. In some instances the March kill is sold out and April hides are going. Country hides are less strong than packers.

### Chicago.

**PACKER HIDES.**—Activity of fairly ample proportions continues in packer hides. All the popular selections but Colorado steers and branded cows were taken. Native steers and heavy cows received the most attention, which is but natural seeing that available supplies consisted mainly of such hides. Heavy native steers received considerable attention at a variety of prices. About 30,000 in all moved this week. Several lots aggregating 8,500 January, February and March native steers sold at 22c. A lot of 4,000 January native steers sold early in the week at 22½c. and this was followed by business in 8,000 February hides at the same rate. Two cars of December native steers sold at 22¾c. and 8,000 April kill went at the new rate of 23c. This is the first business in April native hides. Most sellers decline to offer out April take-off until their stocks of winter hides are more nearly cleared out.

Heavy Texas steers went at 21¼c. for two cars of April kill. About 2,000 April light and extreme light Texas steers sold at 22c. for both weight ranges. More underweights are available at 22c., but most sellers demand 21¼c. for April heavy hides. But branded steers were taken at the new rate of 20¾c. for 4,000 April take-off. These hides were held at 21c., but best bids were at 20¾c. and one killer finally accepted it. Unsold stocks are limited. Colorado steers did not sell. Efforts to secure this selection at 20½c. were futile. Killers want 20¾c. Unsold stocks are moderate and consist mainly of April kill. Branded cows received no attention. The slaughter of this class of stock now is limited. Nominal values would be the same as underweight Texas steers with which these hides generally range, or 22c. for current take-off. Heavy native cows opened the week with a sale of a car of January-February hides at 21½c. Efforts to secure hides at 21¼c. were made throughout the period but holders held firm for 21½c. and succeeded in finally interesting a couple of buyers in 8,500 November, December, January, February and March hides at that figure. Light native cows sold at 22c. for a couple of lots aggregating 5,000 March and April take-off. Recent bids at 22¼c. were refused for straight April take-off. A car of February-March washed light native cows sold at 24c. Native bulls are strong at 19c. for one packer's winter kill of 11,000 January, February, March salting. Another seller moved 11,000 similar salting at

18¾c. No April hides are offered as yet. Branded bulls were quiet and quoted nominally at 16½-17c. for business. Available supplies are moderate and the outside price is talked for southern light average bulls.

**Later.**—Packers hides are quiet, but firmly held. Two lots aggregating 3,000 January natives brought 22½c. Tanners are looking around but refuse to pay the highest rates asked for small lots of April hides. It is more likely that round lots will sell first at top rates. Lot of 5,000 local small packer natives sold at 20¾c. asking 22c. for April hides.

**COUNTRY HIDES.**—Movement in country hides displays the firm upward trend of values. All the news coming to market is bullish. This causes holders to demand ever increasing rates. Tanners on the other hand are slow to follow the upward tendency and continue to shop around considerably before placing orders and such needs are usually small. There has been an absence of movement in round lots of country hides since values have ascended to 18c. and better for the buff weights. Tanners are conserving their supplies of raw stock and filling in slowly. Heavy steers were not sold locally but movement was effected in one car of Minneapolis hides at 19½c. delivered basis here. This is the nominal market for Chicago hides, a few cars of which are offered at that rate. Steers come so slowly in butcher receipts that most offerings now run back in collection to good quality. Last sales here were at 19½c. Some local dealers have been getting so few steers that they have been moving them out with the cow sales. Heavy cows were not reported sold alone, but were included with buff weights in sales of 3,000 45 lb. up hides in current quality at 18½c. It is said in some quarters that cows alone are offered at 18¼c., but most sellers value them along with the buffs. Buffs sold at 18½c. for 3,000 hides with heavy cows included. This price was bid for straight buff weights and refused. Most local sellers demand 19c. for current receipts buffs running about half firsts. Nominal market for business considered at 18¾c. No seconds were moved alone. These last sold at 17½c. The situation in the country markets is steady at 17¼ to 18½c. delivered basis paid for 25 lb. and up hides as to quality. Business at the inside rate is limited, most collectors demanding 18c. or better. A car of Minneapolis 45 lb. up hides sold at 18½c. delivered basis. **Later.**—A car of current buffs moved at 18¾c. running well for ones late in the week. Extremes were not moved as far as could be learned. Sellers say they have none to offer. An order recently for 5,000 could not be fully filled at 20¾c. Sellers locally demanded 20½-21c. for further business in a moderate way in current quality hides running about half firsts. A car of Minneapolis extremes of about such description moved at 20c. delivered basis. Branded hides are slow to move locally.

Higher rates are talked in line with the upward tendency in native hides and also due to the firm position of packer branded hides. Country cows are quoted at 16½-17c. flat basis nominal. Country packer branded hides are quoted at 18½-20c. as to qualities and percentages of steers included in the offerings. Bulls sold at 17c. for a car of all number one heavy fall hides with a few other special features attached. Straight weights as currently received quoted at 16c. last paid and nominal for further business. Country packer bulls are quoted at 17½-18½c. nominal as to lots and salting. Kipskins were slow. These skins are not in demand as the quality is very poor at this season of the year. Country kinds are quoted at 22-23c. asked with the inside nearer the actual market. Cities sold recently in connection with calfskins at 23-24c. Packers have not sold above 23½-24c., but 25c. is generally asked. No business has been effected within recent months.

**Later.**—Another car of current buffs brought 18¾c. Dealers now talking 19c. firmly. Calfskins are still bringing record-breaking prices. A car of first salted local city skins moved at 28c. This is ¼c. below what another collector got last week. Further business is possible upon payment of 30c., but tanners decline to consider anything like that rate as yet. Outside city skins sold at 27c. for one car and later two cars brought 27½c. of fair quality. Country skins are quiet at 26½-27c. asked. Packer skins last sold at 30c. April kill is available at 32c. in some quarters and in others 35c. is demanded. Deacons sold at \$1.75-1.95 and light calf brought \$1.95-\$2.15 as to descriptions. Later a car of country deacons brought \$1.80 and light calf \$2.00.

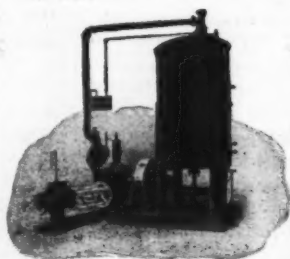
**Later.**—Lot of 5,000 April packer skins brought 32c. Two cars local city skins sold 29c., outside city skins 28½c. Packer coat stock shearlings sold at 95c. One car February-March packer kipskins brought 24c.

**HORSE HIDES** were active. Country run moved at \$6.00 for one thousand. Another lot brought \$6.15. Two thousand sold at \$6.25 of good description. More offered at this figure. City hides sold at \$6.35 for one thousand and another brought \$6.50. The firm position of calfskin leather is the main cause for improvement in horse hides. Unsold stocks are moderate and firmly held. Seconds quoted at the usual \$1.00 reduction with the ponies and glues out at \$2.50-\$3.00 and coltskins at \$1.00-\$1.50.

**HOGSKINS** are moving out about as fast as available at 65-80c. for the regular country collection with the rejected pigs and glues out at half price. No. 1 pigskin strips are slow and quoted nominally at 9¼-10½c. asked as to sellers; No. 2's quoted at 8¼-9½c. and No. 3's at 5-5½c. for business.

**SHEEP PELTS.**—Pullers are not very keen buyers of raw stock at present as market conditions are not just right for the payment of present high asking prices. However, some buyers are speculating on a betterment in the future and pay strong rates after considerable dickering. Packer sheep and lambskins of current kill quoted at \$2.35-\$2.50 average. Shearlings quoted at 65-75c. for current straight lots. Selected sorts are held up to \$1.00. Country sheep and lambskins range at \$1.25-\$2.35 average as to quality of seasonable uniform lots. Dry western pelts quoted at 21-23c. nominal; outside for the best Montana skins.

(Continued on page 42.)



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**WANNENWETSCH SYSTEM**  
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You will learn something to your advantage by communicating with us.  
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**Hides and Skins**  
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# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yards, Chicago, April 12.

The advancing tendency of the steer market was checked on Monday by what might be termed a "freak" run of almost 20,000 cattle, actual receipts being 19,375 head, and the trade at that time ruled 10@15c. lower, and on Tuesday with 3,900 cattle on sale the market was slow but about steady at Monday's prevailing prices, while today (Wednesday) with estimated receipts of 12,000 cattle the trade on the choice grades, particularly the handyweight and yearling kinds, ruled strong to 10@15c. higher, recovering all of Monday's decline on that class and putting the better grades of cattle back to the high point of the season, while on the medium and low-priced grades the trade ruled very slow and only about steady at Monday's prices, or, in other words, 10@15c. under a week ago.

Butcher-stuff trade is "making history." A perusal of the tabulated quotations will convince even the most skeptical that she-stuff is selling at abnormally high prices; furthermore, there is small likelihood of even fairly liberal receipts and unless all signs fail any declines that may take place in the trade will be of short duration and followed by a still further enhancement of values. In other words, the next 60 to 90 days will witness a period of high prices for butcher-stuff; in fact, there is a strong likelihood that we may see values of this class of cattle the highest in the history of the trade. Calves have reacted \$2.00 per cwt. from the low point a week ago, the Easter demand being a "bullish" factor of considerable importance.

While there is small likelihood of a heavy marketward movement of hogs during the next thirty days, because of the fact that farmers will be very busy in the fields in most sections of the country, yet indications

(Continued on page 41.)

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., April 12.

Barely 10,000 cattle with 500 on the southern side constitute the receipts for the week ending today. This is the lightest run we have had in a long period and makes a condition which is reflected in the prices. The market is strong—the kind that the talent calls, a good market. Prices have ranged steadily higher except on Monday when there was a slight break. It settled to a steady basis on Tuesday, and on Wednesday it had fully recovered the decline. No real good, heavy beefs have been shown, although several loads have been good enough to sell up to \$9.25@9.35, and on Wednesday a load of steers averaging 1,144 lbs. brought \$9.50. This figure was the top for the week and the highest price that has been paid for several months, for full loads. Butcher stock, yearlings and heifers, all grades, have held to a fully steady basis. Choice to fancy light heifers range from \$9.25@10, and about these same figures apply on the same class of yearlings. The bulk of the sales range from \$7@8.75, with quite a few sales of the real good sort being recorded around the \$9 mark.

Cows, canners and cutters and stockers and feeders are all on a steady basis and show very little fluctuation in prices. The feature of the week was a record made on Arkansas heifers and steers which sold here Tuesday. A load of heifers averaging 687 lbs. brought \$9.50, and a load of steers averaging 738 lbs. brought \$9.35. More frequent sales of good southern cattle seem to be the order of the day. These Arkansas offerings sold Tuesday compared most favorably with our northern stock.

We received 42,300 hogs for the week and the market shows very little change for the week ending today. The high time was on Tuesday, the 6th, when \$9.97½ was paid for good, heavy hogs. The quotations at this writing are as follows: Mixed and butchers, \$9.60@9.85; good heavy, \$9.80@9.87½; rough, \$9@9.25; lights, \$9.55@9.75; pigs, \$7.25@9; bulk, \$9.60@9.80. With our light run, both the packer buyers and order buyers are active, and the result is prompt clearances at each session.

The sheep receipts for the week were right at 10,000, and while the market has shown some little fluctuation, yet the prices are extremely high. On Wednesday, \$11.75 was paid for fed lambs, and numerous sales at \$11.35 and \$11.50 have been made. Ewes are quoted at \$6.50@8.50; yearling wethers, \$6@10.40; shorn lambs, of yearling variety, \$9@10.10. Spring lambs are beginning to arrive; 16c. a pound was paid for a band on Wednesday.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, April 11, 1916.

The cattle decline that started yesterday was stopped today, receipts 7,000 head. Good fills were secured today, and buyers made a slow market of it, stalling for lower prices, and for a chance to work off part of the fill. Toward the end of the session the situation improved, and the finish was fully steady, and fairly active. Butcher grades sold steady to strong from the start. Some yearlings sold at \$9.75, and a load of heavy steers brought \$9.60, both lots from Kansas, which state is turning a lot of good cattle now. Some branded westerns from extreme Western Kansas sold at \$9.25, 1197 lbs. average, and Oklahomas sold at \$8.50@9.15. Bulk of the natives sold at \$8.00@9.00, and most of the cows bring \$6.25@7.75, a good many at \$8.00, some \$8.25. Veal calves sell up to \$10.25. Fleshy feeders sold up to \$8.65 this week, weighing 1,234 lbs. average, others \$8.25@8.35, stock steers largely \$7.00@8.00, a few at \$8.25@8.50. Colorado has shipped very few cattle for two weeks, having faith in future prices, and plenty of the cheapest kind of feed, pulp costing them a very low rate. There will be a liberal run from the sugar mills during the next four or six weeks.

Hogs received amounted to 12,600 head, about 20 cars above the estimate made this morning. The supply overran the same amount yesterday. Prices were 10 higher today, top price \$9.55, paid by order buyers first, and later by packers. Bulk of sales ranged from \$9.25@9.50, and light hogs sold up to \$9.45. A good many hogs are being bought here for shipment to a Chicago slaughtering concern,

operated by Canadian parties who are shipping carcasses across the line to Canada. Order buyers took 35 per cent. of all the hogs that arrived here last week, and as pork distribution statistics are satisfactory, the market appears on a safe basis.

Sheep and lambs sold 10 to 15c. higher today, sales reaching new high records in all departments, woolled lambs \$11.75, clipped lambs \$9.75, woolled yearlings \$11.00, wethers \$9.50, light Mexican ewes, 70 lbs., \$9.25. Receipts are 5,000 today, including something from each of the great feeding sections, but nothing from Texas. Texas clipped wethers are worth up to \$7.75, clipped Texas lambs \$9.50, Texas fat goats \$5.75@6.25, brusher goats \$5.00@5.50.

## OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., April 11, 1916.

Receipts of cattle last month were the smallest they have been in nearly two years. Only 9,800 head arrived and this insignificant supply of beef enabled salesmen to recover practically all of the ground lost the week previous. At the close of last week both beef steers and cow stuff were selling the highest they have sold this season. On Monday of this week there was a heavy run and a sharp break in prices, but most of the ground was recovered today so that values are not a great deal below the best time of the year and there is a strong, healthy under-

(Continued on page 41.)

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending April 8, 1916:

### CATTLE.

Chicago	19,054
Kansas City	12,404
Omaha	2,221
East St. Louis	7,609
St. Joseph	3,802
Cudahy	273
Sioux City	3,136
South St. Paul	4,407
New York and Jersey City	7,111
Fort Worth	3,219
Philadelphia	2,847
Pittsburgh	700
Oklahoma City	3,343

### HOGS.

Chicago	88,530
Kansas City	25,411
Omaha	30,506
East St. Louis	34,672
St. Joseph	22,652
Cudahy	3,948
Sioux City	19,009
Ottumwa	5,850
South St. Paul	24,418
New York and Jersey City	24,259
Fort Worth	21,618
Philadelphia	8,835
Pittsburgh	4,850
Oklahoma City	17,289

### SHEEP.

Chicago	55,924
Kansas City	22,457
Omaha	20,401
East St. Louis	8,296
St. Joseph	11,235
Cudahy	163
Sioux City	714
South St. Paul	2,177
New York and Jersey City	17,550
Fort Worth	2,983
Philadelphia	5,215
Pittsburgh	950
Oklahoma City	422

## NEW YORK LIVE STOCK

WEEKLY REPORT TO APRIL 11, 1916.

	Beef	Calves	Sheep and lambs	Hogs
New York	1,640	4,746	2,359	5,302
Jersey City	3,440	5,717	7,079	18,957
Central Union	2,035	657	8,112	—
Totals	7,115	11,120	17,550	24,259
Totals last week	8,454	10,894	16,416	30,393



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Monmouth, Ill.—W. S. Hubbard, J. D. Diffendaugh and I. S. Diffendaugh are the incorporators of the Home Ice Company. Capital stock \$5,000.

Sturgeon Bay, Wis.—The Cold Storage Company has been incorporated with a capital stock of \$10,000, by Lester Nebel, L. P. Nebel and L. H. Nebel.

Oklahoma City, Okla.—The Farmers & Consumers' Egg Company has been incorporated by J. C. Henderson, L. V. Henderson and A. F. Smith. Capital stock \$25,000.

Hopewell, Va.—The Hopewell Ice Cream Company has been incorporated with a capital stock of \$10,000 with James Callans as president and John Viokakis, secretary.

Massies Mills, Va.—The Nelson County Cold Storage Company has been incorporated with a capital stock of \$50,000, with John J. Jennings as president and L. W. Meeks, secretary.

Crowder, Okla.—The Canadian Valley Ice, Light & Fuel Company has been incorporated with a capital stock of \$40,000. The incorporators are H. E. Crowder, R. A. White, W. W. Sinston and Clark Nichols.

## ICE NOTES.

Lebanon, Tenn.—The Co-operative Creamery Company has been organized.

Danville, Va.—A cold storage room will be installed by the General Hospital.

Commerce, Okla.—An ice plant which will cost about \$10,000 will be built by the Commerce Ice Company.

Lagrange, N. C.—The erection of a cottonseed oil mill and ice factory is contemplated by L. A. Smith of Newbern, N. C.

Wilmington, Del.—An ice house of the Cool Spring Ice & Coal Company, with 2,000 tons of ice, has been destroyed by fire.

D'Lo, Miss.—A company is being organized by Mr. DeLiles and others for the purpose of establishing an ice factory and bottling works.

Marston, Mo.—The building of an ice plant to be operated in connection with electric light plant is being considered by the Marston Light Company.

Parkersburg, W. Va.—The plant of the Parkersburg Ice & Coal Company will be enlarged and a tri-pure water filtration plant will be installed.

Florence, S. C.—The plant of the Florence

Ice Company has been acquired by the Carolina Central Electric Company and will be enlarged. A cold storage plant will be added.

Abingdon, Va.—The erection of an ice factory, cold storage plant and creamery is being promoted by J. T. Nelson, representative of the Southland Development Bureau, Roanoke, Va.

Summerville, S. C.—It is reported that the Summerville Ice & Power Company's plant has been purchased by the Carolina Central Electric Company, Florence, S. C., and will be enlarged.

Carthage, Texas.—A 30-ton refrigerating machine will be installed by the Carthage Ice & Light Company; ice making system to connect with electric light station will also be installed.

Denison, Iowa.—The Nicholson Produce Company has reorganized under the name of Nicholson Ice & Produce Company. The capital stock has been increased with a view to enlarging the plant.

Richmond, Va.—Plans have been prepared for Richmond Cold Storage Company for the erection of a five-story and basement plant of fireproof reinforced concrete. Cold storage machinery will be installed.

Lake Charles, La.—The plant of the Calcasieu Ice & Manufacturing Company is almost completed and it is reported that the plant will be in full operation by the middle of May. It will be under the management of O. J. Morris.

Greenville, Texas.—The Greenville Ice & Fuel Company, recently incorporated with a capital stock of \$15,000, has been organized with F. N. Hopkins as president; C. M. Portwood, vice-president; G. M. Hodges, secretary and manager.

Lockhart, Texas.—The Citizens' Water, Light & Power Company will erect an ice plant, electric light system and water works. A concrete and brick house for ice and light plant will be erected and a thirty-ton ice machine will be installed.

Washington, D. C.—A six-story, 90 x 100 feet, cold storage warehouse for apples, of brick construction will be erected by the Washington Market Company, Center Market, Pennsylvania avenue and 7th street N. W. Capacity, 40,000 barrels.

Monticello, Wis.—The cheese firm of Edward Wittwer & Brother have awarded a contract for the erection of a cold storage building. The ground dimensions of the building will be 50x

100 feet, and it is reported that the cost of the plant, completely equipped, will be \$35,000.

Louisville, Ky.—Contract has been let by the D. H. Ewing's Sons, 306 West Breckinridge street, for the erection of a building at 981 South Third street, for making and handling dairy products. This building will be of steel and concrete construction 60x195 feet; special roofing, concrete floors, steam heat, electric lighting and will cost \$75,000.

## CURING AND STORING MEAT.

By W. G. Eager, Valdosta, Ga.\*

An ice man recently wound up a letter by wishing me "a long hot summer." That was a good wish. The summers, however, generally take care of themselves pretty well for the ice man, but what worries him most is the cold, dull winters with bond interest, depreciation and salaries continuing with unabated intensity. Fuel, labor and other operating expenses cannot, of course, be curtailed in direct proportion to losses of business. When the sag in the output and income curves reaches its lowest point, then anything that will build it up and bring in a few dollars of real money is well worth considering. This is one thing the curing and storing of meat will do.

Three years ago the United States Department of Agriculture sent Mr. Jas. E. Downing down into Georgia to organize boys' pig clubs and to work with the county agents in improving the grade of hogs and to encourage farmers in the raising and saving of more meat. It was found that the farmers, after raising a nice bunch of hogs, would choose a favorable spell of weather and butcher. Perhaps in twenty-four hours the weather would turn off warm and moist and in two or three days the farmers would be hauling their hams and shoulders out to the woods, spoiled.

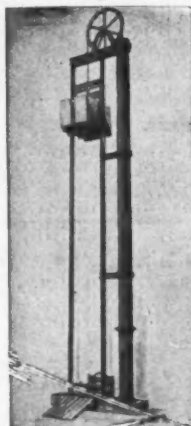
Mr. Downing, who is certainly a live wire, recognized this handicap and immediately set out to overcome it. He interested us in the meat curing proposition to the extent that we undertook a few experiments along the line of curing and storing meat for farmers in our ice plant at Valdosta.

We got such information as was available

\*A paper read before the annual meeting of the Southern Ice Exchange, New Orleans, La. It is peculiarly applicable to conditions in the South, and is written from the viewpoint of the ice manufacturer rather than the meat packer.

## ICE HANDLING EQUIPMENT

For Manufactured and Natural Ice Plants  
Cold Storage Houses, Car icing Stations



Our Machines are Designed and Built with a full knowledge of the requirements of prospective customers.

We offer the Services of our Engineering Department Free.

Are your facilities adequate? If not, write us today.

## ICE TOOLS

for use in every department of your business.

Write for 1916 catalog.

**GIFFORD-WOOD COMPANY**

Works: HUDSON, N. Y.

New York

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## Preparedness Safety First

WHATEVER the word used, the meaning is the same.

Your Refrigerating Plant must be prepared to protect your business—no matter how hot the summer—nor severe the service.

For this you *must* have the strongest, most reliable machine, the one that always runs—in short—the Frick.

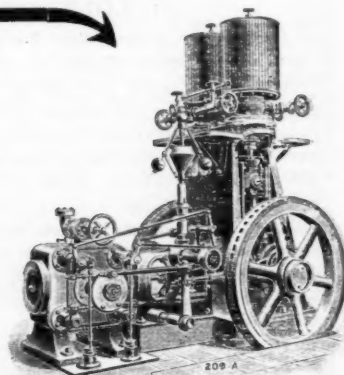
Why delay your decision longer, when you know it's been doing this for 34 years?

**Frick Company, Waynesboro, Penna.**

St. Louis, Mo.  
New York, N. Y.  
Pittsburgh, Pa.

Los Angeles, Cal.  
Philadelphia, Pa.  
Atlanta, Ga.

Baltimore, Md.  
Dallas, Texas.



## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

### Specify BOWER BRAND AMMONIA, which can be obtained from the following:

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CHICAGO: F. C. Schapper, Wakem & McLaughlin.  
CINCINNATI: Pan-Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co.; Henry Bollinger Estate.  
DETROIT: Riverside Storage & Cartage Co.  
DALLAS: Oriental Oil Company.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: York-California Construction Co.  
LOUISVILLE: Union Warehouse Branch.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
MILWAUKEE: Charles L. Kiewert Company.  
NEWARK: American Oil & Snp. Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselacher Chemical Co.; Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Stor. Co.  
PHILADELPHIA: Henry Bower Chem. Mfg. Co.  
PITTSBURGH: Penna. Transfer Co.  
PORTLAND, ORE.: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Whse. Co., Edwin Knowles.  
RIO DE JANEIRO: F. H. Walter & Co.  
ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilsbry-Becker Eng. & Supply Co.  
ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: York-California Construction Co.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: Spokane Transfer & Storage Co.  
SEATTLE: York Construction & Supply Co.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON—Littlefield, Alvord & Co.

about meat curing, and when we began to agitate the matter, found that one of our engineers was an old packing-house man from Pittsburgh. After a few preliminary experiments we opened our storage rooms for the curing and storing of meat and handled thirty odd tons of meat the first year. The following year we handled more than double that amount and this winter we have cured in the neighborhood of 140 tons.

### Advantages of Curing Meat.

Most ice plants have storage rooms which are used for the storing of surplus ice throughout the summer months and are empty and unused over the winter months. This leaves a considerable investment lying unemployed. Not only have most ice plants the unused storage rooms, but they have the ice-making capacity for refrigerating these rooms over the winter months. Again, most ice plants are forced to dispense with some of their labor over this period.

This meat curing business will not only enable you to employ through the winter months some of the labor you would otherwise have to let go, but it will add to your cash revenue over a period of time when the ice man is thankful to get anything at all. It will make friends of the farmers and when they bring their meat in to your ice plant, you can pretty nearly always sell them ice to take home. They find the way to your ice plant, develop, with acquaintance, a more kindly feeling for you and with a little encouragement will come by for a block of ice every time they are in town.

In a section of the country where the weather is changeable and where the farmers lose, with certainty, a considerable portion if not all of their meat, unless it is taken care of in the cold storage, the curing of any large quantity of meat will do a great deal toward the financial improvement and up-building of the community as a whole.

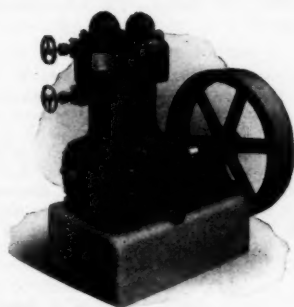
For example: during the past year, our plant has saved not less than \$35,000 worth of meat for farmers at a charge of about \$2,800, or approximately 8 per cent. of the value. Where a farmer is accustomed to losing most or all of his hams and shoulders, this is very cheap insurance if we neglect entirely the cost to the farmer of salt furnished and labor for handling.

### Plan of Storage Rooms.

The storage rooms we use for meat curing are just ordinary ice storage rooms, lined with concrete and equipped with brine coils on the side and top walls. These coils are connected in the multiple system, so that if it is desired to vary the flow of brine, due to a change in temperature without, one whole set of coils can be cut out. If you undertake to regulate by partly closing a valve you will get into trouble, as particles of the brine will catch and later break loose in such a way as to give you results you are not expecting.

This storage room contains wooden bins of skeleton framework, built in so as to allow a good circulation of the air. These are ar-

WATCH PAGE 48 FOR BARGAINS



## York Refrigerating Apparatus

has behind it years of practical experience in this one specialty.

If you would participate in the benefits of this experience, consult us freely as to your requirements. There is no charge for YORK CONSULTING SERVICE.

Our Facilities are complete in every detail. Our Organization is such that we can successfully execute any order for Refrigerating or Ice Making Machinery, no matter how large or how small.

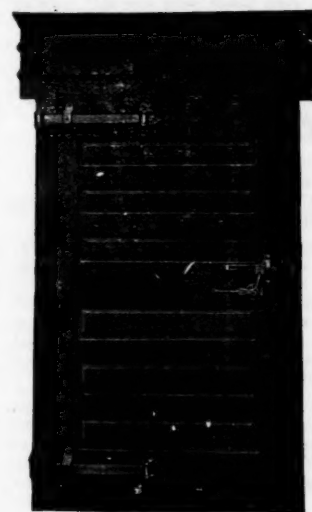
If you want QUALITY and SERVICE, send your inquiries to

**YORK MANUFACTURING CO.**

(Ice-Making and Refrigerating Machinery exclusively)

**YORK, PA.**

# DOORS



## For Cold Storage and Freezers

Have you ever examined our **JONES or NO EQUAL**

types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

**JAMISON COLD STORAGE DOOR CO.**

Formerly

**JONES COLD STORE DOOR CO.**  
Hagerstown, Maryland, U.S.A.



ranged in tiers, with the larger bins on the bottom row and smaller bins, on the middle and top rows, of approximately the proper size to receive different lots of meat which are brought in.

Each lot of meat is put into a separate bin. One important feature in the storage of meat is to get a proper circulation of the air, and, after making several experiments, we believe we have solved this proposition by putting in galvanized iron baffles just under the brine pipes on the ceiling. The brine pipes are, of course, resting very close to the ceiling.

We allow a space of three or four feet clear in the center of the room, and beginning at this point put in hangers about twelve inches below the brine pipes. Supported on these hangers are galvanized corrugated iron strips—really nothing but roofing. These strips are inclined and run to within a few inches of the wall, at which point they are approximately 24 to 30 inches below the brine pipe, which gives a pretty good pitch.

The warm air, of course, rises and strikes these baffles, follows the baffles to the center of the room, then passes around the end of

the baffles and strikes the ceiling, at which point it divides. Part of the warm air goes toward one side wall and part toward the other side wall, and in so doing passes around the frosty brine pipes along the ceiling. Of course, this air is chilled as it passes along the ceiling, so that when it reaches the side walls it has reached the lowest temperature of its cycle, settles directly down the side wall and, passing through a clearance of about a foot behind the meat bins, moves through the meat bins and out into the center of the room again.

This scheme of circulation is very simple and yet very positive. The temperature in the room is kept at 33 degrees and is maintained very accurately by the use of a recording thermometer, which is checked from time to time by an accurate indicating thermometer.

The only appliances necessary are platform scales for weighing in the meat; a couple of little trucks for hauling the meat around in the room; a couple of low ladders for putting the meat up into the higher bins, in case you have a high storage room and have to go up; a large hypodermic, such as is used by veterinary surgeons, and a couple of salting tables for handling and salting the meat when it is brought in.

#### Method of Handling.

The farmer kills his hogs, bleeds them carefully, and hangs the carcasses, which, after cleaning thoroughly, should be drenched with cold water. The most important point about the whole matter of curing meat is that these carcasses should hang long enough for the animal heat to be thoroughly dissipated before the meat is cut up. One of the objects of letting the meat hang up until the animal heat is gone out is, that it will trim so much better and smoother. Another thing is, that the hog should be allowed to drip well. The main reason is that if meat is salted too soon or is too suddenly cooled, the salt will not strike clear to the bone. As a general thing it is better to let the carcasses hang out over night on the farm and for the farmer to cut up the meat in the morning. If, when he cuts up the meat, he finds that the animal heat is pretty well out of it, he should salt it and then bring it right in to the storage room.

When he arrives at the storage room with his wagon load of meat, it is weighed in and he is given a receipt in the form of a check, very much like a trunk check. This gives the name of the customer, the date, the number of pieces of each kind of meat and the weight. These checks are numbered so that both ends of the check—that given to the farmer and that retained by us—bear a serial number. Our end of the check is hung on the bin containing the farmer's meat, so that at any time we have the name of the customer, the date, the number of pieces of each kind of meat; that is, hams, shoulders or sides, and the weight.

As soon as the meat is received, we resalt it very carefully and put it into the bin, packing it in salt, skin-side up. The object of packing it skin-side up is that the salt will draw out the impurities and blood that may be left in it. If meat is packed skin-side down, which is the old custom, the force of gravity simply tends to make a blood-clot of impurities right under the skin; whereas if it is packed skin-side up, the force of gravity helps your salt to pull the blood and impurities out of the meat.

Large hams and shoulders should be treated with a hypodermic of strong brine, which is injected next to the bone. This, of course, helps the salt to work thoroughly through the meat and unless the salt does get well through the meat it will spoil. In approximately nine days the meat is resalted. It is packed this time skin-side down, so that the force of gravity will now help the salt strike clear to the bone. After seven or eight days the meat is examined again and if it is not taking salt well it is resalted again.

When the meat is cured, the fat is white and firm. The time for curing small meat is approximately 35 days and for large pieces from 45 to 60 days, depending on the size of

the meat. As soon as meat is cured, a card is mailed to the farmer notifying him that his meat is ready to deliver and his attention is drawn to the fact that if it is allowed to stay in storage longer it will get too salty. This is the only objectionable feature of leaving meat in storage too long.

Our charge is one cent a pound, based on the weight of the meat at the time it is brought into the plant, and the terms are cash on delivery. There is practically no shrinkage in meat when it is cured in cold storage, or rather, it would be more accurate to say, the amount of salt taken up will practically offset, and in many instances more than offset, the loss in weight due to the curing. The heavy shrinkage in weight occurs in smoking.

#### How Meat Is Lost.

If it is not diseased or is not bruised when it is brought in to the storage plant, if it is lost at all, it will be on account of one of three reasons:

1. It has been frozen.
2. The temperature has been run too high.
3. It has not taken salt properly.

If meat is still hot around the bone when it is put in the storage room, it won't take salt well. If the farmer undertakes to salt his meat liberally before it is cool, the salt will simply stop up the pores and fill them with brine and the animal heat will not all come out until germination has set in. Of course, if meat is taken away from the storage room too soon, and the salt has not had a chance to soak thoroughly through and complete its work, it may spoil. If meat is unusually large, it takes, as has been stated before, much longer to get salt all through it.

#### Smoking Meat.

Not as a commercial proposition, but simply to help the farmers and show them how the meat should be handled, we have undertaken to smoke a few lots from time to time. When meat is to be smoked, it is taken out of the storage room and the salt is washed off with warm water. The meat is then hung in the smokehouse and smoked with hickory smoke. After the fire is started only green hickory is used and baffles are used over the fire to spread the smoke from one side of the room to the other.

Only one point is taken into consideration in judging whether or not meat has been sufficiently smoked and that is its color. The outside of the meat should show a tobacco brown color. If a ham is cut in two the lean should show a claret red. After the meat has been smoked, if it is desired to pack it, the proper plan is to use rag paper next to the meat, then white parchment, then either burlap or cotton drilling bags. The paper can be bought from any butchers' supply company. The bags can be bought already made, or cotton drilling can be bought and the bags simply sewed to shape. To avoid any trouble with skippers, the bags should be dipped, before putting on the meat, in a chromate compound or in lime white ash and after they have been sewed on the meat, the seams should be painted with the same compound. The formula for this can be obtained from the United States Department of Agriculture.

When we smoke meat, we charge an additional cent a pound; and when we pack it, still another cent a pound. Another year we intend to charge two cents a pound for packing, so that the charges would then run, one cent for curing, one cent for smoking and two cents for packing, or four cents in all. Our idea for charging two cents for packing is to keep the farmers from having us do their packing. This is a nuisance and they can do it themselves just as well, and at one cent there is no profit in the packing.

There is no mint of money in this meat curing business, but a very nice profit can be made out of it, and the other advantages enumerated would make it worth considering, even if you made nothing in the way of a cash profit. It is an experiment which costs little to make and one which every ice company with surplus storage capacity during the winter months could well afford to try out.

## "Ask Those Who Use It"

We have often been asked why we say, "Ask those who use it," making our invitation to the prospective user of



so general, and why it would not be better to print testimonial letters from individuals.

Our reason for making the invitation so general is two-fold. First, any manufacturer can print testimonial letters, for if he did not have some enthusiastic users, he would not be in business. And, too, testimonial letters show success under conditions existing with their writers.

Secondly, what the meat packer or retailer not using Wyandotte Sanitary Cleaner and Cleanser wants to know is, "Will it do the same in my business where conditions may not be the same as those which exist with the writer of the testimonial letters?"

So it is we say, "Ask those who use it," for the practical value of any product is more definitely determined by seeking the opinion of a number of users, than by taking the "say so" of just one.

Your supply man will be pleased to ship you a barrel or keg of Wyandotte Sanitary Cleaner and Cleanser with this understanding, that if after a thorough trial you are not completely convinced that it is all that

Indian in Circle



In Every Package

is claimed for it, the most profitable cleaner for your cleaning requirements, you may return any unused portion and the trial will cost you nothing. Order from your regular supply house.

**The J.B. Ford Co., Sole Mfrs.**  
**WYANDOTTE, - MICH.**

*This Cleaner has been awarded the highest prize wherever exhibited*

**IT CLEANS CLEAN**



# FOR PURCHASING DEPARTMENTS

## ENORMOUS MOTOR TRUCK SALES.

"A million in a month," is the announcement made by the Packard Motor Car Company, of Detroit, in publishing the result of its domestic motor truck business for March. On Saturday morning, April 1, according to the announcement, orders calling for trucks to the value of \$1,000,529.75 showed the total truck business for the previous month. This is said to be a record hitherto unapproached in the history of the commercial vehicle industry.

"The splendid volume of business our company enjoyed in March is all the more remarkable since it represents, strictly and absolutely, domestic orders only," says C. R. Norton, truck sales manager of the Packard Company. "Not a single foreign order is included in the total. And another interesting feature is that more than 99 per cent. of the amount was for truck chassis; a majority of the buyers ordered bodies built by outside concerns. There were a large number of buyers who specified electrical starting and lighting equipment, however, demonstrating the growing favor of time and labor-saving equipment with progressive business men."

## RISE IN OCEAN FREIGHT RATES.

In a letter to Hon. Joshua W. Alexander, chairman of the House Committee on the Merchant Marine and Fisheries, Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce, calls attention to the rapid rise in ocean freight rates from American ports. A special point is made of the remarkable rise in the rates on grain, one of the principal American exports.

This increase from New York to Liverpool in the last two years has been about 900 per cent., while the increase in the rate on flour has been 500 per cent., and the increase on provisions only 400 per cent. The more rapid increase on grain is accounted for by the fact that in ordinary times grain is carried at especially low rates because of its desirability as ballast and because it can easily be taken on and discharged.

The shortage of ships that has led to the remarkable increases in shipping rates is attributed to the following causes in the letter to the committee: (1) The elimination of the merchant ships of Germany and Austria-Hungary; (2) the withdrawal of merchant ships for military and naval purposes; and (3) the loss of ships through submarine and mining operations.

The letter is the most complete report on the subject of ocean freight rates that has yet been published. It includes detailed reports from the Bureau's district offices in New York, Boston, New Orleans, San Francisco, and Seattle, as well as data compiled at the Bureau in Washington. A study of the many tables of rates reveals some interesting variations in the rates from different ports.

In January, 1914, the rate on grain from New York and Boston to Liverpool was 4.1 cents per bushel; one year later the rate from New York to Liverpool was 18.3 cents, and from Boston to Liverpool 13.2 to 15.2 cents per bushel. In January, 1916, the rate from New York to Liverpool was 40.6 cents per

bushel, and from Boston to Liverpool it was 34.5 to 36.5 cents.

From these data it appears that the rate on grain from New York to Liverpool was, in January, 1916, about ten times as high as in January, 1914, while the rate from Boston to Liverpool was only about nine times as great. In January of the present year grain could be shipped from 4 to 6 cents per bushel less from Boston than from New York. The higher rate from New York is probably due to the long delays and high demurrage charges resulting from the present congestion at the port of New York.

The advances in rates from New Orleans to European ports have been fully as pronounced as the increases from New York to the same ports. At both New York and New Orleans the rate on cotton shipments to Liverpool has been increased about 900 per cent. in the past two years, but it is still far cheaper, as far as the ocean rate is concerned, to ship cotton from New York, in spite of its congested condition, than from New Orleans. On January 1, 1916, the rate per 100 pounds of cotton was \$2.25 from New York and \$3 from New Orleans.

The cost of shipping other commodities is considerably higher at New Orleans than at New York. To ship wheat from New Orleans to Glasgow, on January 1, 1916, cost 54.3 cents per bushel, while the rate from New York to Liverpool was 40.6 cents.

Dr. Pratt makes an interesting comparison between the rates on specified commodities from New York to Liverpool and between Seattle and Hongkong. The rate on sack flour from New York to Liverpool increased in the period between January 1, 1914, and January 1, 1916, from 15 cents per 100 pounds to 90 cents, whereas the rate on the same commodity from Seattle to Hongkong increased during this period from 25 cents per 100 pounds to 75 cents. On January 1, 1914, the rate on flour from New York to Liverpool was 10 cents per 100 pounds less than the rate on flour from Seattle to Hongkong, but on January 1, 1916, the rate from New York to Liverpool was 15 cents more per 100 pounds than the corresponding rate from Seattle to Hongkong.

The trans-Pacific rates on other commodities, such as wheat, lard, and meat products, show comparatively little increase during the past two years. This is more significant in the case of wheat than in the case of lard and meat products, since under ordinary conditions there is a large volume of wheat moved and comparatively little lard and meat.

## TRADE ASSOCIATIONS AND METHODS

(Continued from page 16.)

obtaining unemployed men from other parts of the country.

There should be a greater degree of organization and of mutual helpfulness in all lines of trade and industry, so that American business may be welded into a commercial and industrial whole; the part of the government being to co-operate with business men, on request, to bring about the results that will benefit business and hence promote our national welfare.

## Foreign Trade.

If our business men are to be factors in the world's markets they must receive encouragement to do as our foreign rivals are doing.

We have reached the point under normal conditions where we must have foreign markets for our surplus manufactured product. The American people, including every day laborer, every clerk, every mechanic, every farmer and every business man, large and small, is heartily in favor of the government giving immediate relief that will make it possible for us to obtain our share of foreign business so that our factories may run continuously and keep our labor permanently employed.

With all that has been accomplished in this direction by collective effort, however, we have made only a beginning. In Germany every important industry is organized into trade associations and 85 per cent. of the manufacturers engaged in those industries are represented in their respective trade associations.

Germany's success as a commercial and industrial world power is due very largely to the policy of organizing and co-operating, of the working together of its captains of industry, of establishing communities of interest between the small and the big business men for the mutual purpose of promoting trade at home and abroad. The old adage "In unity there is strength" is put into practice, and has proved to be the backbone of Germany's industrial and commercial achievements, efficiency and strength.

More than 600 independent associations of manufacturers, producers and merchants exist in Germany today, and, besides, the entire industrial system of that country is honeycombed with about 5,000 subsidiary business organizations.

In foreign trade men think in terms of national competition. In China and in South America the contest is not so much between individual corporations as it is between national industries. For example, the contest in South America is not between two steel manufacturers in Germany or two steel manufacturers in England, but it is between the German steel industry, the English steel industry, and the American steel industry.

In South America we don't hear of the actual or potential competition of European individual corporations or houses. We hear of German, French, American or English competition. By means of cartels or trade associations the leading industries in those countries have organized and when they move forward into foreign markets they move forward united against competitors from other nations. Countries like England and Germany have built up a permanent export market in the countries of the world. This has come as the result of earnest co-operative efforts on the part of those interested in the particular industry in question.

The government can furnish information to business men as to conditions in this country as well as to conditions in foreign markets. Necessity forced England and Germany to seek foreign markets; necessity will force us to seek foreign markets. No matter what efforts the government may put forth, upon the business men of the country rest the responsibilities for the ultimate success of American foreign trade.

# Chicago Section

Why is one certain make of oughtomobile like like a bathtub? James! the Emptyable bottle, please!

Oh, yes! the Equator? Well, there aint any, any more. That is, any outward and visible reliable sign.

Isn't Teufel a bad old name for a minister of the gospel? And right on top of that whatchu think of Adam Crook as a banker?

Jack Hall, of Taylor Bros, after several days of "stay in bed grip," is out, and while a little horse, is otherwise O. K., we are pleased to announce.

"Speaking of automobiles," said Uptub, "the — is a rattling good car." "Yep!" said Gilly. "Every one of 'em I have ridden in was rattling good!"

Swift & Company's sales of beef in Chicago for the week ending Saturday, April 8, 1916, averaged as follows: Domestic beef, 11.89 cents per pound.

Jack F. Marx (and there is a whole lot of him; 1-4 sec. at least) of Nathan Marx & Son Co., dealers in hides, wool and tallow, located in Louisville, Ky., was a visitor in Chicago during the week.

Recently Billy Sunday was received by the President, who said to Billie during their confab: "Mr. Sunday, I am pleased to note that wherever you go you do the people good." Didn't say where he put the emphasis!

It begins now to assume the aspect of a promise of a possibility of a new Board of Trade building. Remember how long it took to build the present postoffice building? And now it wouldn't make more than a decent sized sub-station.

Jim Poole's back-fire remarks in the Chicago Examiner of April 9 included this: "What the livestock trade needs at this juncture is to be let alone." Yes, indeed! And there are others hollering at this juncture: "Let us have peace!"—on our own terms!

Arthur Lowenstein has resigned his position with Morris & Company, and has engaged in practice as a consulting chemical engineer at No. 1723 First National Bank building, Chicago. Mr. Lowenstein is a recognized authority on packinghouse chemistry.

H. P. Henschien and R. J. McLaren are now associated in the architectural and constructional end of the packinghouse and cold-storage business. They are comparatively young men with lots of experience, ability and "pep." Mr. Henschien is the author of a very comprehensive and valuable work on packinghouse and coldstorage construction.

A committee such as the National Live Stock Exchange Committee, which could not make out its case in its own favor, would be a sort of a tin-liz committee. Puts us in mind of a story: Criminal lawyer to Coon, just discharged on a charge of mule stealing: "Say, Rastus! Now it's all over, did or did you not steal that mule?" "Well, sah!" said Rastus, "aftah heahin' yoh mak yoh closin' ahgment, ah's suah ah didn't!"

Showing a whole lot more of common sense, to say nothing of a sense of justice, than

some Congressmen exhibit, John G. Imboden, president of the State Live Stock Association of Illinois, in a letter to the Farmers and Drovers Journal, opposes the investigation of the packing industry under the Borland resolution in Congress. He says: "I want to go on record as opposed to the present investigation by Congress of the packing industry, in the interest of either the producer or consumer. I see no just reason for such investigation and no good can come from it to producer or consumer of meats."

## ADVICE TO LIVESTOCK SHIPPERS.

On the ground that the small shipper of livestock is the victim of the so-called hard-hearted buyers, the Office of Markets and Rural Organization of the Federal Department of Agriculture has just issued a bulletin which tells just how small farmers and stock raisers can successfully conduct a co-operative livestock shipping association.

Taking the position that "In some communities the buyers, contrary to law, are said to have an understanding among themselves whereby they eliminate competition and force the farmers to sell at fixed prices," this bulletin endeavors to point out the sure way to a just reward for the honest and toiling farmer.

The authors are S. W. Doty, assistant in marketing livestock and meats, and L. D. Hall, specialist in marketing livestock and meats. The bulletin is No. 718.

The world is informed in the introduction that the following "unjust" situation exists:

"In sections where livestock production is incidental to other systems of farming, and more especially in dairying districts, where most farmers have only a small number of animals to sell at one time, there is a considerable amount of stock in excess of local demands which must be marketed by farmers in less than carload lots. Even in sections where stock feeding predominates, a similar condition exists. The low grade of these small lots of stock, particularly cattle, ordinarily cause them to be discriminated against unjustly, and when abnormal market conditions and fluctuations occur, local buyers and shippers are compelled to purchase at large margins under market prices in order to be certain of their profit.

"On account of limited local demand, a large part of the livestock of the country must be shipped to the central markets. This fact has made it possible for local buyers to operate extensively in farming sections, where the individual farmer does not produce

in numbers sufficient to ship in carload quantities. The margin of profit on which these country buyers operate is often exorbitant."

Although this livestock co-operative buying has been confined from the beginning of the movement eight years ago to Minnesota and a few other Middle Western States, the bulletin sets forth that it is a great idea which is sure to spread. The elimination of the buyer is dwelt upon in various parts of the publication. Just how to organize and run such an association is explained in detail.

## LIVESTOCK DISEASE LOSSES.

Losses of livestock from disease and exposure during the past year were moderately smaller than the ten-year average of such losses, and the condition as to health and flesh of animals on April 1 was slightly better than average, according to estimates based upon reports of agents and reporters of the Bureau of Crop Estimates, U. S. Department of Agriculture.

The epidemic of hog cholera seems to be on the wane; for the total losses of hogs from disease last year is estimated at 6.6 per cent. of the total supply, as compared with about 10 per cent. a year ago, 11.9 per cent. two years ago, 11.0 per cent. three years ago, 8.9 per cent. four years ago, 4.5 per cent. five years ago, and 4.5 per cent. six years ago. The development and decline of the epidemic may be observed from these figures. During the past year losses still amounted to or exceeded 10 per cent. of the supply in Ohio, Indiana, Arkansas and Florida.

One important reason for smaller losses of livestock from exposure is the increasing practice on the ranges of feeding hay, generally alfalfa, to the sheep and cattle, when the winter is severe and grazing difficult. Stock is thus kept in better condition, and losses from exposure become less.

For the entire United States the losses of horses and mules from disease during the past year are estimated as 1.75 per cent., compared with a ten-year average of 1.95 per cent. of the supply; losses of cattle from disease, 1.96 per cent., compared with the ten-year average of 2.01 per cent.; losses of cattle from exposure, 1.07 per cent., compared with the ten-year average of 1.56 per cent.; losses of sheep from disease, 2.16 per cent., compared with the ten-year average of 2.48 per cent.; losses of sheep from exposure, 2.17

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GRAIN Correspondence Solicited STOCKS

per cent., compared with the ten-year average of 3.11 per cent.; losses of lambs from disease and exposure, 5.22 per cent., compared with a five-year average of 5.99 per cent.; losses of swine from disease, 6.63 per cent., compared with a ten-year average of 6.62 per cent.

The condition as to health and flesh on April 1, 1916, and the average on April 1 of the past ten years, are relatively as follows: Horses and mules, 96.7 and 96.2; cattle, 96.0 and 95.0; sheep, 96.1 and 95.4; swine, 94.2 and 94.0.

The number of breeding sows in the United States is estimated to be about 1.6 per cent. more than on April 1 last year. The increases are mostly in the Southern States.

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**WATCH PAGE 48 FOR BARGAINS**

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, April 3.....	9,037	1,104	19,983	18,883
Tuesday, April 4.....	2,189	8,956	9,645	14,405
Wednesday, April 5.....	9,410	2,453	24,400	15,209
Thursday, April 6.....	4,225	3,494	22,543	17,392
Friday, April 7.....	2,266	1,008	23,982	7,962
Saturday, April 8.....	186	9	12,776	995
Total this week.....	27,913	17,024	118,329	74,876
Previous week.....	43,590	12,126	149,975	52,176
Cor. week, 1915.....	30,239	11,811	105,314	56,352
Cor. week, 1914.....	34,143	13,051	108,791	91,687

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, April 3.....	2,245	5,344	6,492
Tuesday, April 4.....	1,346	3,927	4,779
Wednesday, April 5.....	2,569	111	5,369
Thursday, April 6.....	1,544	6	2,449
Friday, April 7.....	799	8	5,150
Saturday, April 8.....	56	2,551	431
Total this week.....	8,550	136	24,790
Previous week.....	10,227	299	23,890
Cor. week, 1915.....	30,239	93	3,779
Cor. week, 1914.....	14,116	231	31,451

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to April 8, 1916.....	635,343	3,025,359	1,003,959
Same period, 1915.....	530,786	2,419,561	948,202

## Combined receipts of hogs at eleven points:

Week ending April 8, 1916.....	399,000
Previous week.....	454,000
Cor. week, 1915.....	437,000
Cor. week, 1914.....	390,000
Total year to date.....	9,798,000
Same period, 1915.....	8,422,000
Same period, 1914.....	6,934,000

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to April 8, 1916.....	96,900	327,200	169,200
Week ago.....	141,400	407,400	157,100
Year ago.....	109,400	349,700	133,100
Two years ago.....	124,400	276,800	208,700

Combined receipts at seven markets for 1916 to April 8, and same period a year ago:

	1915.	1916.
Cattle.....	2,038,000	1,775,000
Hogs.....	8,423,000	7,001,000
Sheep.....	2,709,000	2,875,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending April 8, 1916:	
Armour & Co.....	18,700
Swift & Company.....	6,400
S. & S. Co.....	7,200
Morris & Co.....	5,800
Hammond Co.....	4,500
Western P. Co.....	9,900
Anglo-American.....	4,600
Independent P. Co.....	5,000
Boyd-Lunham.....	4,900
Roberts & Oakie.....	3,400
Brennan P. Co.....	5,800
Miller & Hart.....	3,500
Others.....	16,500
Totals.....	96,200
Total last week.....	121,500
Total corresponding week, 1915.....	109,300
Total corresponding week, 1914.....	79,600
Total for 1916 to date.....	2,465,900
Corresponding period, 1915.....	2,325,400

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$9.00	\$9.70	\$8.20	\$10.30
Previous week.....	8.80	9.60	8.35	10.60
Cor. week, 1915.....	7.65	6.95	7.50	9.50
Cor. week, 1914.....	8.55	8.80	6.30	7.50
Cor. week, 1913.....	8.25	9.15	6.75	8.65
Cor. week, 1912.....	7.60	7.80	5.70	7.60
Cor. week, 1911.....	6.10	6.25	4.20	5.50

## CATTLE.

Steers, good to choice.....	\$7.75@9.55
Yearlings, good to choice.....	7.50@9.60
Inferior steers.....	7.50@8.20
Stockers and feeders.....	7.25@8.10
Good to choice heifers.....	7.00@8.30
Good to choice cows.....	5.50@7.75
Cutters.....	4.00@5.40
Canners.....	3.50@4.40
Butcher bulls.....	6.00@6.75

Bologna bulls.....	5.00@6.40
Good to prime veal calves.....	8.50@9.50
Heavy calves.....	5.50@8.25

## HOGS.

Prime light butchers.....	\$9.30@9.65
Fair to fancy light.....	9.30@9.60
Prime med. wt. butchers, 240-270 lbs.....	9.45@9.62½
Prime heavy butchers, 270-310 lbs.....	9.40@9.60
Heavy mixed packing.....	9.25@9.50
Rough heavy packing.....	9.15@9.40
Pigs, fair to good.....	7.80@8.75
Stags (subject to 80 lbs. dockage).....	8.25@9.00

## SHEEP.

Native wool ewes, fair to good.....	\$7.40@8.75
Western fed ewes.....	7.00@8.90
Shorn yearlings.....	8.30@9.20
Wethers, fair to choice.....	7.75@9.10
Feeding lambs.....	9.50@11.00
Fed Western lambs.....	10.50@11.50
Colorado lambs.....	10.50@11.70
Spring lambs.....	12.00@17.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, APRIL 8, 1916.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$23.05	\$23.17½	\$23.02½	\$23.17½
July.....	22.75	22.80	22.75	22.80
LARD—(Per 100 lbs.)—				
May.....	11.47½	11.47½	11.45	11.47½
July.....	11.67½	11.70	11.65	11.67½
September.....	11.87½	11.87½	11.87½	11.87½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.20	12.25	12.20	12.25
July.....	12.37½	12.40	12.35	12.37½

MONDAY, APRIL 10, 1916.

PORK—(Per bbl.)—				
May.....	23.15	23.15	23.05	23.12½
July.....	22.75	22.87½	22.75	22.87½
LARD—(Per 100 lbs.)—				
May.....	11.45	11.45	11.37½	11.45
July.....	11.85	11.87½	11.80	11.85
September.....	11.87½	11.85	11.82½	11.87½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.17½	12.20	12.12½	12.20
July.....	12.30	12.35	12.27½	12.35
September.....	12.45	12.47½	12.45	12.47½

TUESDAY, APRIL 11, 1916.

No market.

WEDNESDAY, APRIL 12, 1916.

PORK—(Per bbl.)—				
May.....	23.17½	23.35	23.17½	23.17½
July.....	23.00	23.20	23.00	23.10
September.....	22.75	22.80	22.75	22.80
LARD—(Per 100 lbs.)—				
May.....	11.50	11.65	11.50	11.62½
July.....	11.70	11.87½	11.70	11.82½
September.....	12.00	12.05	12.00	12.02½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.30	12.42½	12.30	12.37½
July.....	12.45	12.60	12.45	12.52½

THURSDAY, APRIL 13, 1916.

PORK—(Per bbl.)—				
May.....	23.15	23.17½	22.97½	23.00
July.....	23.00	23.15	22.97½	22.97½
September.....	22.75	22.75	22.75	22.75
LARD—(Per 100 lbs.)—				
May.....	11.65	11.67½	11.60	11.60
July.....	11.87½	11.87½	11.77	11.77½
September.....	12.02½	12.05	12.00	12.00
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.42½	12.42½	12.32½	12.32½
July.....	12.57½	12.57½	12.47½	12.47½
September.....	12.62½	12.62½	12.62½	12.62½

FRIDAY, APRIL 14, 1916.

PORK—(Per bbl.)—				
May.....	23.12½	23.17½	23.07½	23.07½
July.....	22.95	23.15	22.95	23.05
September.....	23.00	23.00	22.85	22.85
LARD—(Per 100 lbs.)—				
May.....	11.62½	11.72½	11.62½	11.67½
July.....	11.80	11.90	11.80	11.85
September.....	12.00	12.10	12.00	12.02½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.35	12.35	12.35	12.37½
July.....	12.52½	12.62½	12.50	12.55
September.....				12.70

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	16	@18
Rib Roasts from light cattle.....	12	@14
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	16	@18
Corned Rumps, Native.....	16	@18
Corned Ribs.....	11	@12½
Corned Flanks.....	18	@25
Round Steaks.....	18	@25
Round Roasts.....	16	@18
Shoulder Steaks.....	18	@20
Shoulder Roasts.....	14	@16
Shoulder Neck End, Trimmed.....	16	@12½
Rolls Roast.....	16	@18

## Lamb.

Hind Quarters, fancy.....	25	@25
Fore Quarters, fancy.....	15	@18
Legs, fancy.....	25	@27
Stew.....	14	@14
Chops, shoulder, per lb.....	20	@20
Chops, rib and loin, per lb.....	20	@20
Chops, French, each.....	15	@15

## Mutton.

Legs.....	16	@18
Stew.....	14	@12½
Shoulders.....	14	@16
Hind Quarters.....	16	@18
Fore Quarters.....	12½	@14
Rib and Loin Chops.....	22	@25
Shoulder Chops.....	16	@16

## Pork.

Pork Loin.....	18	@20
Pork Clops.....	22	@24
Pork Shoulders.....	15	@15
Pork Tenders.....	23	@25
Pork Butts.....	18	@18
Spare Ribs.....	11	@12½
Pigs' Heads.....	8	@8
Leaf Lard.....	12½	@12½

## Veal.

Hind Quarters.....	20	@22
Fore Quarters.....	14	@16
Legs.....	20	@22
Breasts.....	14	@16
Shoulders.....	18	@20
Cutlets.....	28	@30
Rib and Loin Chops.....	28	@30

## Butchers' Offal.

Suet.....	7	@7
Tallow.....	4	@4
Bones, per cwt.....	75	@75
Calfskins, 8 to 15 lbs.....	24½	@24½
Calfskins, under 18 lbs. (deacons).....	65	@65
Kips.....	20½	@20½

Watch Page 48  
for  
Business Chances

## DRYERS AND CONTINUOUS PRESSES

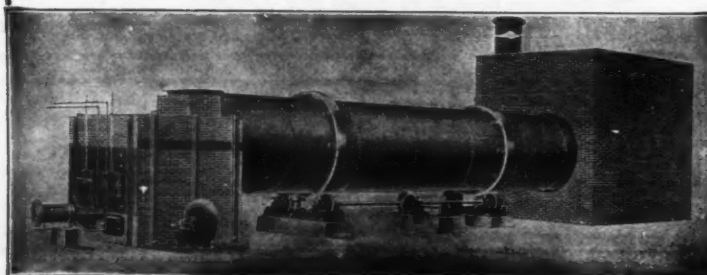
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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	@15
Good native steers	@14
Native steers, medium	@12 1/2
Helpers, good	@11
Cows	@10
Head Quarters, choice	@16
Fore Quarters, choice	@12

## Beef Cuts.

Beef Tenderloins, No. 1	@34
Beef Tenderloins, No. 2	@27
Steer Loin, No. 1	@24
Steer Short Loin, No. 1	@31 1/2
Steer Loin, No. 2	@19 1/2
Steer Short Loin, No. 2	@23 1/2
Cow Loin	@13
Cow Short Loin	@20
Steer Loin Ends (hips)	@17
Cow Loin Ends (hips)	@12 1/2
Strip Loin, No. 3	@14 1/2
Steer Ribs, No. 1	@12
Steer Ribs, No. 2	@17
Cow Ribs, No. 1	@14
Cow Ribs, No. 2	@13
Cow Ribs, No. 3	@12
Rolls	@14 1/2
Steer Round, No. 1	@13 1/2
Steer Round, No. 2	@13
Cow Round	@10 1/2
Flank Steak	@15
Rump Butts	@12
Steer Chucks, No. 1	@12 1/2
Steer Chucks, No. 2	@11 1/2
Cow Chucks	@10
Boneless Chucks	@10
Steer Plates	@9 1/2
Medium Plates	@9
Briskets, No. 1	@10
Briskets, No. 2	@9
Shoulder Clods	@12 1/2
Steer Navel Ends	@7
Cow Navel Ends	@6 1/2
Fore Shanks	@7
Hind Shanks	@5 1/2
Hanging Tenderloins	@12
Trimnings	@8 1/2

## Beef Offal.

Brains, per lb.	@7
Hearts	@5 1/2
Tongues	@17
Sweetbreads	@20
Ox Tail, per lb.	@8
Fresh Tripe, plain	@4 1/2
Fresh Tripe, H. C.	@5 1/2
Livers	@6 1/2
Kidneys, each	@6 1/2

## Veal.

Heavy Carcasses, Veal	@13
Light Carcasses	@12 1/2
Good Carcasses	@14
Good Saddles	@16
Medium Racks	@10
Good Racks	@12

## Veal Offal.

Brains, each	@7
Sweetbreads	@20
Calf Livers	@22
Heads, each	@25

## Lambs.

Good Caul Lambs	@17
Round Dressed Lambs	@19
Saddles, Caul	@20
R. D. Lamb Fores	@16
Caul Lamb Fores	@16
R. D. Lamb Saddles	@22
Lamb Fries, per lb.	@20
Lamb Tongues, each	@4
Lamb Kidneys, per lb.	@12

## Mutton.

Medium Sheep	@14 1/2
Good Sheep	@15 1/2
Medium Saddles	@16 1/2
Good Saddles	@17 1/2
Good Fores	@13
Medium Racks	@12
Mutton Legs	@18
Mutton Loin	@12
Mutton Stew	@12
Sheep Tongues, each	@2 1/2
Sheep Heads, each	@10

## Fresh Pork, Etc.

Dressed Hogs	@11 1/2
Pork Loin	@17
Leaf Lard	@12
Tenderloins	@30
Spare Ribs	@10 1/2
Butts	@15
Hocks	@10
Trimnings	@11 1/2
Extra Lean Trimnings	@14 1/2
Tails	@7 1/2
Snouts	@6
Pigs' Feet	@4
Pigs' Heads	@6 1/2
Blade Bones	@9
Blade Meat	@9
Cheek Meat	@9
Hog Livers, per lb.	@3 1/2
Neck Bones	@4
Skinned Shoulders	@13 1/2
Pork Hearts	@6 1/2
Pork Kidneys, per lb.	@6 1/2
Pork Tongues	@13
Slop Bones	@5
Tail Bones	@5 1/2
Brains	@5 1/2
Backfat	@11 1/2
Hams	@17
Cans	@12

Bellies	@15
Shoulders	@13

## SAUSAGE.

Columbia Cloth Bologna	@10 1/2
Bologna, large, long, round, in casings	@10 1/2
Choice Bologna	@11 1/2
Frankfurters	@13 1/2
Liver, with beef and pork	@10
Tongue	@14 1/2
Minced Sausage	@13
Luncheon Sausage, cloth par. fine	@12 1/2
New England Sausage	@18
Prepared Luncheon Sausage	@18
Special Compressed Sausage	@14
Berliner Sausage	@14
Oxford Lean Butta	@21 1/2
Polish Sausage	@11 1/2
Garlic Sausage	@11 1/2
Country Smoked Sausage	@13 1/2
Farm Sausage	@17
Pork Sausage, bulk or link	@12
Pork Sausage, short link	@12 1/2
Bon-less lean butts in casings	@25 1/2
Luncheon Roll	@18
Delicatessen Loaf	@14 1/2
Jellied Roll	@18

## Summer Sausage.

Best Summer H. C. (new)	@27 1/2
German Salami	@24 1/2
Italian Salami (new goods)	@27
Holsteiner	@18 1/2
Mettwurst	@18 1/2
Farmer	@21

## Sausage in Brine.

Bologna, kitta	@1.00
Bologna, 1/2 @ 1/2	2.00 @ 7.70
Pork link, kitta	@1.75
Pork links, 1/2 @ 1/2	2.20 @ 8.80
Polish sausage, kitta	@1.75
Polish sausage, 1/2 @ 1/2	2.20 @ 8.80
Frankfurters, kitta	@1.75
Frankfurters, 1/2 @ 1/2	2.30 @ 8.50
Blood sausage, kitta	@1.60
Blood sausage, 1/2 @ 1/2	2.00 @ 7.70
Liver sausage, kitta	@1.60
Liver sausage, 1/2 @ 1/2	2.00 @ 7.70
Head Cheese, kitta	@1.60
Head Cheese, 1/2 @ 1/2	2.00 @ 7.70

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.25
Pickled Plain Tripe, in 200-lb. barrels	3.35
Pickled H. C. Tripe, in 200-lb. barrels	11.00
Pickled Ox Lips, in 200-lb. barrels	21.00
Pickled Pigs' Snouts, in 200-lb. barrels	22.00
Sheep Tongues, Short Cut, barrels	55.00

## CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	\$2.15
No. 2, 1 or 2 doz. to case	4.15
No. 3, 1 doz. to case	14.50
No. 14, 1/2 doz. to case	41.50

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	\$2.00
4-oz. jars, 1 doz. in box	5.00
8-oz. jars, 1/2 doz. in box	9.50
16-oz. jars, 1/4 doz. in box	17.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@21.00
Plate Beef	@20.50
Prime Meat Beef	@20.50
Meat Beef	@20.00
Reef Hams (220 lbs. to bbl.)	—
Rump Butts	@22.00
Meat Pork	@25.00
Clear Fat Backs	@26.00
Family Back Pork	@26.00
Bean Pork	@19.50

## LARD.

Pure leaf, kettle rendered, per lb., tes	@14
Pure lard	@13
Lard, substitute tes.	@12 1/2
Lard, compound	@12 1/2
Cooking oil, per gal., in barrels	@92
Cooks' and bakers' shortening tubs	@13
Barrels, 1/2 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/2 @ 22
Cartons, rolls or prints, 1 lb.	16 1/2 @ 23
Cartons, rolls or prints, 2 @ 5 lbs.	16 @ 22 1/2
Shortenings, 3 @ 10 lb. tubs	12 1/2 @ 15 1/2

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@15 1/2
Clear Bellies, 18 @ 20 avg.	@15 1/2
Rib Bellies, 20 @ 25 avg.	@11 1/2
Fat Backs, 10 @ 12 avg.	@12 1/2
Fat Backs, 12 @ 14 avg.	@12 1/2
Fat Backs, 14 @ 16 avg.	@12 1/2
Extra Short Cleats	@13 1/2
Extra Short Ribs	@13 1/2
D. S. Short Cleats, 20 @ 25 avg.	@10 1/2
Butts	@10 1/2
Bacon meats, 1 1/2 c. more	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@19 1/2
Hams, 16 lbs., avg.	@19 1/2
Skinned Hams	@20 1/2
Cans, 4 @ 3 lbs., avg.	@13 1/2
Cans, 6 @ 12 lbs., avg.	@12 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@14
Frankfurt Bacon, fancy	@24 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@19 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@19 1/2
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	@14 1/2
Dried Beef Sets	@25 1/2

Dried Beef Insides	@28
Dried Beef Knuckles	@25 1/2
Dried Beef Outsides	@23 1/2
Regular Boiled Hams	26 1/2 @ 27
Smoked Boiled Hams	@28
Boiled Calas	@18
Cooked Loin Rolls	@28
Cooked Rolled Shoulders	@18

## SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	@15
Beef export rounds	@24
Beef middles, per set	@55
Beef bungs, per piece	@17
Beef weasands	@7 1/2
Beef bladders, medium	@40
Beef bladders, small, per doz.	@75
Hog casings, free of salt	@50
Hog middles, per set	@10
Hog bungs, export	@18
Hog bungs, large, mediums	@7 1/2
Hog bungs, prime	@6
Hog bungs, narrow	@3
Hog stomachs, per piece	@4
Imported wide sheep casings	.
Imported medium wide sheep casings	.
Imported medium sheep casings	.

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## FERTILIZERS.

Dried blood, per unit	2.50 @ 2.85
Hoof meal, per unit	@2.60
Concentrated tankage, ground	2.50 @ 2.60
Ground tankage, 12%	2.05 @ 2.70
Ground tankage, 11%	2.05 @ 2.70
Ground tankage, 9 and 20%	2.40 @ 2.65
Crushed tankage, 9 and 20%	2.40 @ 2.50
Ground tankage, 6 1/2 and 30%	@22.00
Ground raw bone, per ton	27.00 @ 28.00
Ground steam bone, per ton	23.00 @ 24.00

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. aver.	150.00 @ 175.00
Horns, black, per ton	30.00 @ 32.00
Horns, striped, per ton	33.00 @ 35.00
Horns, white, per ton	45.00 @ 50.00
Flat shin bones, 40 lbs. ave., per ton	65.00 @ 70.00
Round shin bones, 38-40 lbs. av., per ton	65.00 @ 70.00
Round shin bones, 50-52 lbs. av., per ton	50.00 @ 55.00
Long thigh bones, 90-95 lbs. av., per ton	90.00 @ 100.00
Skulls, jaws and knuckles, per ton	32.00 @ 33.00

## LARD.

Prime steam, cash	@11.62 1/2
Prime steam, loose	@11.32 1/2
Leaf	@11 1/2 nom
Compound	@12
Neutral lard	12 1/2 @ 12 1/2

## STEARINES.

Prime oleo	@12
Tallow	10 1/2 @ 10 1/2
Grease, yellow	9 1/2 @ 9 1/2
Grease, A white	@10 1/2

## OILS.

Oleo oil, extra	13 @ 13 1/2
Oleo oil, No. 2	12 @ 12 1/2
Oleo stock	10 1/2 @ 12
Neatsfoot oil, pure, bbl.	75 @ 80
Acidless tallow oils, bbl.	75 @ 80
Corn oil, loose	9 1/2 @ 10

## TALLOW.

Edible	10 1/2 @ 10 1/2
Prime city	10 1/2 @ 10 1/2
Prime country	10 1/2 @ 10 1/2
Packers' prime	10 1/2 @ 10 1/2
Packers' No. 1	9 1/2 @ 10
Packers' No. 2	9 @ 9 1/2

## GREASES.

White, choice	10 1/2 @ 10 1/2
White, "A"	10 @ 10 1/2
White, "B"	9 1/2 @ 9 1/2
Bone	9 1/2 @ 9 1/2
Crackling	9 1/2 @ 9 1/2
House	9 @ 9 1/2
Yellow	9 1/2 @ 9 1/2
Brown	8 1/2 @ 8 1/2
Garbage grease	8 1/2 @ 7
Glycerine, C. P.	57 @ 58
Glycerine, dynamite	55 @ 56
Glycerine, crude soap	38 1/2 @ 39 1/2
Glycerine, candle	44 @ 46

## COTTONSEED OILS.

P. S. Y., loose	@78
P. S. Y., soap grade	@77 1/2
Soap stock, bbls., concn. 62 @ 65% f. o. b.	4 1/2 @ 4 1/2
Soap stock, loose, reg. 50% f. o. b.	2 1/2 @ 2 1/2

## COOPERAGE.

Ash pork barrels, black iron hoops	1.00 @ 1.05
Oak pork barrels, black iron hoops	1.10 @ 1.15
Ash pork barrels, galv. iron hoops	1.10 @ 1.15
Red oak lard tierces	1.22 1/2 @ 1.27 1/2
White oak lard tierces	1.40 @ 1.45
White oak ham-curing tierces, g. l. hoops	1.90 @ 2.00

## CURING MATERIALS.

Refined saltpetre	.35 @ 36 1/2
Refined nitrate of soda, car lots f. o. b.	
N. Y.	@5 1/2
Boracic acid, crystal to powdered	10 1/2 @ 11 1/2
Borax	6 1/2 @ 8
Sugar—	
White, clarified	@6 1/2
Plantation, granulated	@7 1/2
Yellow, clarified	@7 1/2

Ashton, in sacks, 224 lbs.	2.50
Ashton, car lots, per sack	2.35
English packing, T. H. & Co., car lots, per sack	1.72
English packing, Cheshire, car lots, per sack	1.65
English packing, pure dried vacuum, per sack	1.67
English packing, Liverpool ground alum, per sack	
Michigan, granulated, car lots, per ton	1.40
Michigan, medium, car lots, per ton	4.31
Casing salt, 260 lbs., 2x3x, car lots, per bbl.	1.87
Prices f. o. b. Chicago.	

# Retail Section

## AFTER FRAUDULENT ADVERTISERS.

A movement to bring to light and to prosecute all fraudulent advertisers of meat and other articles was inaugurated at a recent meeting of the Milwaukee Retail Market Men's Association. Committees were appointed to investigate all advertising and to report dishonest cases to the authorities.

## KILL TRADING STAMP BILL.

That the trading stamp interests are already getting busy in defeating State legislation designed to tax the premium schemes out of existence, seems to be shown in the fact that the taxing bill introduced in the legislature of Mississippi, was very promptly killed in the Senate after having passed the Lower House.

This bill was modeled after the Florida law and imposed a tax of \$250 on trading stamp companies and merchants giving out the stamps. It was, therefore, a prohibitive measure in a sense of the word, although the tax was much smaller than that imposed by the Washington law. After the bill passed the Mississippi legislature, the trading stamp people were unsuccessful in securing a rehearing, but appear to have got in their work in the Senate, says the Inter State Grocer.

## OKLAHOMA RETAIL BUTCHERS.

The retail butchers of Oklahoma have organized a State association. The meeting was held at Oklahoma City last week, and the new association not only elected officers, but it endorsed the plan of State license and State inspection for all the butcher shops of Oklahoma. Officers elected were: W. R. Fry, Perry, president; George B. Graf, Shawnee, vice-president; George Wymore, Norman, secretary; H. T. Brown, Claremore, treasurer. The executive committee is composed of G. E. Price, Oklahoma City; C. H. Crites, Okmulgee; H. T. Brown, Claremore; C. B. Handley, Ponca City; H. D. Adams, Drumright; George B. Graft, Shawnee; W. A. King, Tulsa; Frank Kraft, El Reno; Frank A. Sauer, Bartlesville.

## CUSTOMERS LIKE HORSE MEAT.

Charles Will, a butcher of 7829 Vernon avenue, St. Louis, who recently started in slaughtering horses and selling the meat for food, declared last week that his experiment had proved a success, that his patrons were taking kindly to the innovation and that he proposed to abandon the sale of beef and pork products and sell horse meat exclusively in the future.

According to Will, most of his customers who profess a fondness for the horse meat are foreigners, but he says also that quite a few native Missourians are buying the product and that they tell him it is just as good as beef. When Will decided he would go into the horse meat business, he sought a permit to slaughter horses for food, but was advised that he needed none, as there was no law against it and no license required.—Inter State Grocer.

## THE SUCCESSFUL CLERK.

[EDITOR'S NOTE.—This is the eighth of a series of short inspirational articles for dealers and clerks, written for The National Provisioner by William Arthur.]

Flat-foot is a defect that many clerks who are on their feet all day suffer from.

Fatigue and nervousness are more often due to tired, aching feet than to any other cause.

The way to avoid flat-foot is to wear strong and comfortable shoes and to exercise the feet.

Tight shoes, with pointed toes and high heels, hinder circulation and put a strain on the nervous system. Further, they are the chief cause of corns and bunions.

Walking every day in properly-shaped shoes is the best exercise for the feet and a preventive of flat-foot. The clerk who is forced to stand in one position most of the day should walk at least three miles daily. This will exercise the muscles of the arches so they will withstand the strain of supporting the body during the day.

The practice of rising on the toes for a few minutes each morning, bearing the weight of the body toward the outer edges of the toes, also is recommended by foot specialists.

If you are a victim of flat-foot, a doctor should be consulted. He may find it necessary to recommend braces or special shoes.

Nothing will handicap a clerk more than defective feet.

## BRITISH RETAIL FOOD PRICES.

The British Board of Trade Labor Gazette states that the retail prices of food on March 1 in the United Kingdom were higher than on February 1 by about 1 per cent. Mutton advanced more than 3 per cent. on the average, but beef showed a comparatively small increase. Flour and bread prices rose about 2½ per cent., as compared with 6 per cent. in the preceding month. There was an increase of 7½ per cent. in the price of granulated sugar, one of 4 per cent. in the price of margarine, and of 3 per cent. in that of cheese. Butter increased slightly on the average, as also did potatoes, but milk, tea, and bacon remained practically unchanged in price. Eggs and fish were the only articles for which a decline was recorded, the average percentage changes for these being 12 and 4, respectively.

As compared with March 1, 1915, the general level of prices rose during the year about 40 per cent., and those of granulated sugar about 30 per cent. Prices of meat, bacon, and tea increased about 25 per cent., and of milk, butter, cheese, and eggs about 15 to 20 per cent. Bread and flour were dearer than a year ago by 14 and 11 per cent., respectively. Taking the country as a whole and making allowance for the relative importance of the various articles in working-class household expenditure, the Gazette states, the average increase in the retail prices of food in the United Kingdom since the beginning of the war may be put at 48 per cent.

Do you want a good position? Look for it on page 48.

## LOCAL AND PERSONAL.

A meat market will be opened on DeMers avenue, Grand Forks, N. D., by Ernest Rytter.

The Brocton Meat Market, Brocton, N. Y., has been sold by J. C. Scrantz to a Mr. Kurtz of Fredonia, N. Y.

A meat and fish market will be opened at 28 West Ninth street, Anderson, Ind., by A. Hofer and L. Risher, of Muncie, Ind.

Jacob J. Rutt, who has conducted a meat market at 11 North Duke street, Lancaster, Pa., for more than twenty-five years, has purchased the old stand of William H. Fuhrman, 223 North Mulberry street, and will conduct a meat market there.

P. O. Augustine's meat market on DeMers avenue, Grand Forks, N. D., has been damaged by fire.

George Kaldenberg is preparing to open a meat market at Colfax, Iowa.

A resolution favoring a public market in Cohoes, N. Y., has been passed by the Board of Trade and the Cohoes Business Men's Association.

William J. Guthrie and E. P. Moore, Jr., have purchased from the E. P. Moore estate the meat market on Exchange street, Glens Falls, N. Y. The firm name will be Moore & Guthrie.

Extensive alterations are being made in the store in Putney, Vt., in which F. B. Howard will open a meat market.

Charles Brown and Charles Caldwell have purchased the meat and grocery business in Murray, Utah, formerly conducted by McMillan & Sons.

A meat market to be known as the Exclusive Meat Market will be opened at 110 East Sixth street, Topeka, Kan., by the Rabe Bros.

A building is being erected at the corner of McKean and Newbury streets, Nashua, N. H., in which Raoul Ravenelle will open a meat market.

A petition in bankruptcy has been filed by Frank R. Holden, a butcher of Franklinville, N. Y. Liabilities \$12,011.26 and assets \$9,680.

A new meat market has been opened in the Deyette block, Shelburne, Vt., by Allan Bacon. The People's Market has moved to a new location in Corry, Pa., and are now at 5 East Washington street.

Armour Lloyd has sold his meat market in Youngstown, Ohio, and will engage in the buying and selling of cattle.

Laforest Thomes' new meat market in West Paris, Me., is now open for business.

Richard H. Sturtevant, formerly in the meat business, died at his home, 31 Walnut street, Somerville, Mass., from heart disease.

The marriage is reported of Robert Shoag, owner of the meat market at 9 Cedar street, Meriden, Conn., to Miss Rose Canto of Meriden.

A meat business has been opened in Sedgwick, Me., by Irving Candage.

Mr. Royce, who conducts a meat and grocery market in Presque Isle, Me., has purchased the business of F. S. Wilcox in the Margisson block, Mars Hill, Me.

The meat market in Monroe, N. Y., formerly conducted by John Hayes is now owned by F. L. Brutchin.

Napoleon Reed, who for many years conducted a meat market in Hopewell, N. J., died at his home on the Pennington-Trenton road, Pennington, N. J., following a lingering illness.

N. M. Hermanson has moved his meat market to 211 South Front street, Mankato, Minn.

Peter Pasieka, proprietor of a butcher shop at 339 West Pine street, Mahoney, Pa., was held up and robbed of \$97.

Joseph H. Maher, Inc., wholesale dealer in meat and poultry at 63 Fulton Market, New York, N. Y., has filed schedules in bankruptcy showing liabilities of \$8,225 and assets of \$1,947.

The new public market in Jacksonville,



Fla., will be opened May 1, and will be located at the foot of Ocean street.

Wilcox's meat market in North Branch, Minn., has been destroyed by fire.

Torgensen's meat shop at Winlock, Wash., has been destroyed by fire.

The firm of Krieger Brothers, meat dealers at Poughkeepsie, N. Y., composed of George, Daniel and Charles Kreiger, who have been in business together for thirty-nine years, has dissolved. Charles Krieger has taken over the butcher business located at 130 Main street.

The Bay State Market Company of New Bedford, Mass., has been incorporated with a capital stock of \$20,000. The officers of the corporation are: President, James Bartley of Seekonk; treasurer, William M. Virgin, 165 Penniman street, New Bedford, Mass.

Henry Jarvill has purchased the Calumet Meat Market, Calumet, Okla., from George Frass and will consolidate it with his own.

Mr. Sigmon has engaged in the meat and grocery business at Poteau, Okla.

George Frischke has purchased the meat business of Anton Grelich at Owosso, Mich.

W. J. Williams has closed out his meat business in Battle Creek, Mich.

J. C. Lloyd has removed his meat shop from Hastings to Fulton, Mich.

Thomas Barlum & Sons Co., Detroit, Mich., have incorporated with a capital of \$200,000 and succeed to the meat business of Thos. Barlum & Sons.

Skelton Bros. are building an addition to their meat market in Coffee Creek, Mont.

J. W. Gibson's meat market in Stockport, Iowa, has been purchased by George McKee.

Williams & Austin have made improvements in the meat market at Pittsfield, Ill., which they recently purchased from Charles Schadel.

W. W. Teschendorff, who has conducted a meat market in the Bishop Hotel Building, Dixon, Ill., for a number of years, has moved his business to a new store on First street, and has added a grocery department.

A meat market has been opened on South Main street, Sheboygan, Wis., by Henry Barber.

A voluntary petition in bankruptcy has been filed by Edward K. Lambert, a butcher of 231 Lee street, Atlanta, Ga.

The meat and grocery market at Lindsay, Ont., Canada, conducted by Adams Bros., has been destroyed by fire.

Max Schulze, who has been in the meat business in Chatham, N. Y., for twenty-eight years, has retired on account of poor health.

The Master Butchers' Association of Galveston, Texas, gave a masquerade ball on Tuesday, April 4.

George Harry has purchased the meat market in Adair, Iowa, formerly conducted by B. A. Correll.

Shirkey Bros. have moved their meat and grocery business to larger quarters in Jacksonville, Ohio.

A meat market will be opened at Peru, Kan., by Ike Alford.

Walter Pope has purchased the City Meat Market, Cordell, Okla., from Bird & Runyon.

The Hamilton meat market in Madison, Kan., has been purchased by Carl Rosenwuist of Osage City, Kan.

A meat market will be opened in Moran, Kan., by George J. Dennison.

A meat department has been added to the grocery store of Jones Brothers in Guthrie, Okla.

The S. & G. Beef Company has been incorporated with a capital stock of \$5,000 by Jos. Segal, Bert A. Segal and Jacob Gindin of Brooklyn, N. Y.

James Scanlon, seventy-seven, of the meat firm of J. M. & P. Scanlon, died at the home of his brother, 239 West 103d street, New York, N. Y.

A meat market has been opened in Dixfield, Me., by George Ames.

E. J. Huntington is now the proprietor of the meat and grocery market on North Cedar street, Galesburg, Ill., formerly owned by W. F. Campbell.

Plans are being prepared for the erection of a building in Mapleton, Me., in which Hiram McGlinchic will open a meat market.

Henry W. Steele, formerly in the meat busi-

ness, died at his home in Derby, Conn., from heart disease.

The Ferry Market, to deal in meats, provisions, etc., has been incorporated with a capital stock of \$10,000, with headquarters at San Francisco, Cal. The incorporators are F. H. Fink, Wm. O. Fink and D. M. Lees.

Extensive alterations are being made in James D. Healey's meat market in Derby, Conn.

Elmer Swanson, who has conducted the Economy Store, 911 Avenue D, Council Bluffs, Iowa, for several years, has opened another store at 728 Sixteenth avenue, Council Bluffs.

The Northern Iowa Butter & Egg Company, of McGregor, Iowa, has sold out to a new company of which C. F. Linbeck of Ossian is president, F. Meiske vice president and F. H. Allen, secretary and treasurer.

The Raton meat market on Cook avenue, Santa Fe, N. M., has been damaged by fire.

A. G. McKee's butcher shop in Riverside, Wash., has been destroyed by fire.

The Ukulean Market has been established at 345 Bridge street, Grand Rapids, Mich., to deal in meats and groceries. This company has a capital stock of \$2,000, and will be operated on a co-operative basis.

William Baunmaster has opened a meat market at Roberts, Wis.

J. C. Strickland sold his interest in the Model Meat Market in New Lisbon, Wis., to George Barnes. The new firm name will be Champney & Barnes.

The Andrew Fossum meat market at Grantsburg, Wis., has been purchased by P. A. Anderson.

A meat market has been purchased in Batavia, Iowa, by L. Lock.

C. E. Vance has taken possession of the Hiram Watson meat market in Red Wing, Minn.

A meat market has been opened in British Hollow, Wis., by Barney Honerbaum.

James Dobson has purchased the meat market in Wayzata, Minn., formerly owned by Daugherty & Son.

Reno & Thompson have sold out their meat market in Hardin, Mont., to L. G. Bryant.

Henry Bjerke has purchased a meat market in Dayton, N. D.

Earl Hamilton will engage in the meat business at Mingo, Iowa.

The Deiter meat market at Bernum, Minn., has been bought by the Weske Brothers.

Louis Bohlman and John Rosnow have taken over the People's Market at Clintonville, Wis.

Albert Shadel bought an interest in the Davis & Sons meat market in Pittsfield, Ill.

Ernest Rutter will engage in the meat business at East Grand Forks, Minn.

H. R. Herrick has sold out his meat business in Shelby, Iowa, to a Mr. Krohn.

W. F. Crowell has sold out his meat market in Guide Rock, Neb., to Fred Watt.

Oluf Nilsen has purchased a half interest in the meat business at Flaxton, N. D., conducted by Chris Schultz.

The Robert Ellis meat market in Alda, Neb., has been purchased by A. B. Minor.

A meat department has been added to the grocery store in New London, Iowa, conducted by the Brown Company.

Le Barron & Son have disposed of their meat market in Nevis, Minn., to A. E. Pederson.

Field & Fink has sold out their meat market in Royal, Neb., to G. W. Stuart.

O. A. Weidel is now the proprietor of the meat market in Wibaux, Mont., formerly conducted by Adolph Zimmerman.

Frank Hanan has purchased a meat market in Meadow Grove, Iowa.

Hans Hason and Dan Kasser have formed partnership and will open a meat market in Waukon, Iowa.

Knute Anderson has sold his meat business in Lambertson, Minn., to Walter Crosby.

A meat market has been opened in Gilman, Minn., by W. E. Coffea.

W. C. McCutcheon has sold a half interest in his meat market in Zumbrota, Minn., to Segard Fossum.

F. J. Lefferdink has sold his meat market in Hickman, Neb., to his brother, Alvin, and Irvin Lefferdink.

Frank Lynch has purchased an interest in

the meat market in Devon, Mont., conducted by Wm. Chester.

Peter Santen has purchased a meat market in South Ottumwa, Iowa.

The meat market in Craig, Mo., formerly conducted by C. M. Wickiser has been sold to Charles H. Wise.

## CHICAGO LIVESTOCK MARKET.

(Continued from page 31.)

are that after oat-seeding there will be a little bulge in the receipts for a few days, which may perhaps result in a little break in the market and then a restricted run for a few weeks, with the probability of a fairly liberal supply after corn planting. This week's receipts will total a little heavier on account of Monday's unexpectedly heavy run of 57,543, and the supply for the first three days will total approximately 88,000 as compared with 54,000 for the same period a week ago. However, an upturn of 15@25c. since Monday has taken place and on Wednesday bulk of the hogs sold from \$9.65@9.75, top \$9.80, with choice "singers" as high as \$9.85.

Sheep and lambs have been very active since the opening of the week, with an advance all along the line of 20@35c. per cwt. as compared with last week's close. The heavy-weight lambs have not shared a full measure in the upturn, as the lighter weights still carry a strong preference, but it has been much easier to move the heavy grades this week than last, and with a continuation of the moderate receipts that have landed at all points recently it seems a safe proposition to expect that values will gradually work to a still higher level. We quote: Woolled stock: Good to choice lambs, \$11.50@11.90; poor to medium, \$10.50@11.25; culls, \$8.00@9.00; extremely heavy weights, \$10.00@10.50; good to choice yearlings, \$10.50@11.00; poor to medium and heavy yearlings, \$10.00@10.35; good to choice wethers, \$9.25@9.50; fat ewes, \$8.75@9.25; poor to medium, \$7.50@8.00; culls, \$5.50@6.50. Clipped stock: Good to choice lambs, \$9.50@10.00; poor to medium and heavyweights, \$8.50@9.15; culls, \$6.50@8.00; good to choice yearlings, \$8.50@8.85; fat wethers, \$7.50@7.75; fat ewes, \$7.25@7.50.

## OMAHA LIVESTOCK MARKET.

(Continued from page 31.)

tone to the market. Best beefs here today brought \$9.25 and the bulk of the fair to good 1,000 to 1,300-pound beefs sold around \$8.60 @ \$8.90, the common to fair warmed up and short fed grades going to both packers and feeder buyers at \$7.50@8.50. Cows and heifers are selling freely at a very wide range, from \$4.25@8.25, the bulk of the fair to good butcher and beef stock at a spread of \$6.25@7.25. Veal calves are strongly held at \$7.50@10.50, and bulls, stags, etc., are selling much the same as last week all the way from \$6.00@8.00. Receipts and prices show wide fluctuations from day to day showing the nervous condition of the trade, although the undertone is unmistakably strong.

Hog supplies have been very moderate recently, 44,200 last week or not a great deal different from a year ago. Prices have weakened off more or less, but it is noticeable that demand is very broad, especially for fresh meat and the market recovers quickly from any slump as soon as receipts show signs of letting up. Butcher and heavy hogs still have the call with all classes of buyers and light hogs have to be choice to find any favor. With 14,500 hogs here today prices were steady to a nickel higher. Tops brought \$9.30, as against \$9.55 last Tuesday and the bulk of the trading was around \$9.10@9.25, as against \$9.25@9.35 a week ago.

With very limited receipts of sheep and lambs the market has developed considerable strength and most of the recent decline in prices has been regained. Demand from packers is very keen and there is generally enough competition from feeder buyers to make a lively and strong market for anything at all desirable. Lightweight lambs are still favored and heavy lambs are slow sellers. Fat lambs are selling at \$11.20@11.60; yearlings \$8.50@10.50; wethers \$8.00@9.00, and ewes \$7.85@8.85.

# New York Section

Bert Kennedy, of the Swift beef department in New York, has returned from a Western trip.

A. C. Dean, head of the Swift credit department in this territory, was in Chicago this week.

J. I. Russell, of Chicago, head of the S. & S. branch house sales department, was in New York this week.

Charles H. Swift, of Chicago, vice-president of Swift & Company, was in New York for a few days during the past week.

F. H. Fredericks, of the Swift transportation department at Chicago, and T. E. Good, of the Swift Canadian Company, Toronto, were New York visitors this week.

Swift & Company's sales of beef in New York City for the week ending April 8, 1916, averaged as follows: domestic beef, 12.19c. per pound.

E. G. James, of Chicago, who has been acting as district sales manager for the S. & S. Company at New York for some months, will return to Chicago headquarters.

Schedules in bankruptcy of Joseph H. Maher, Inc., wholesale meat and poultry dealer at No. 63 Fulton street, have been filed, showing liabilities of \$8,225 and assets of \$1,947.

William P. Mountain, well known in the local trade for many years, and long the New York manager for the Cincinnati Abattoir Company, has incorporated the Mountain Brokerage Company, to do a general meat and provision brokerage business.

C. P. Barnett, of the S. & S. construction department at Chicago, has been in this territory inspecting the fire damage at the company's Jersey City branch plant. It is understood that the old building will be replaced at once with a modern reinforced concrete structure.

The engagement of David C. Zoellner, of the Oppenheimer Casing Company, Chicago, to Miss Ray M. Simon, sister of Arthur M. Simon, of the International Casing Company, New York, has been announced. Both of these men are so well and favorably known to the trade that no introduction is necessary, because their friends are legion.

The next meeting of the Allied Food Merchants' Association will be held on Wednesday evening, April 19, at the Hotel Manhattan, 42nd street and Madison avenue. All members of the food trade are urged to come to this meeting and co-operate with the members of this organization in discussing and acting upon certain food bills now before the State legislature.

The New York City Board of Aldermen has adopted an amendment to the city ordinance regulating refrigerating plants, under

which any person desiring to operate a refrigerating machine of over three tons capacity may be certified as competent by any city department having jurisdiction to certify thereto. Heretofore only the fire commissioner could give such certificate.

Something entirely new in the shop is an entire white marble floor in the icehouse of Redes Brothers, at No. 132 Seventh avenue. And the absence of an ice bunker is still more unusual. Mr. Redes has unusual ideas and they work out to his entire satisfaction. In 14 years he has built up a fine business and has no kick coming—another example of the good results that come from being "on the job."

James Scanlan, a member of the firm of J. M. & P. Scanlan, small stock slaughterers on West 40th street, died on Tuesday, April 11, at the home of his brother, Michael Scanlan, on West 103rd street. He was 77 years of age at the time of his death, and was one of the real veterans of the meat trade in New York City. The funeral took place on Thursday from the Church of St. Paul the Apostle, at Columbus avenue and 60th street, and there was a very large attendance.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, April 8, 1916, by the New York City Department of Health: Meat—Manhattan, 3,692 lbs.; Brooklyn, 44,152 lbs.; Bronx, 35 lbs.; Richmond, 115 lbs.; total, 47,994 lbs. Fish—Manhattan, 960 lbs.; Brooklyn, 3 lbs.; Richmond, 10 lbs.; total, 973 lbs. Poultry and Game—Manhattan, 2,652 lbs.; Brooklyn, 107 lbs.; total, 2,759 lbs.

Isaac Stiefel, small stock inspector for the Sulzberger & Sons Company in the New York district, has been appointed district branch house manager and will have charge of all branch house sales in the New York territory, including beef, small stock, provisions and other sales departments. Mr. Stiefel is one of the best-known men in the local trade, and it is not merely a phrase to say that he is one of the most popular. He has been identified with the trade here for 20 years and has acquired a reputation which makes him an asset to his company. Way back in 1892 he was selling small stock for A. Vanderback and Vanderback Sons & Company, and when that concern was absorbed by the S. & S. Company in 1900 he went to the S. & S. Barclay street house as manager. Later he was transferred to the main plant as small stock manager, and some years ago he was put in charge of small stock sales in the New York territory. His selection as district branch house manager by the new S. & S. Company management is a deserved promotion, and will be very popular in the trade.

## ARMOUR EMPLOYEES DANCE.

Employees of Armour & Company in the New York territory held their first annual

ball at Terrace Garden last Saturday night, April 8. In spite of the very stormy weather the attendance was in the neighborhood of 600, and enthusiasm was just as rampant as though the weather had been perfect. Blizzard conditions did not bother the Armour people in the least.

Dancing continued up to 11.30, when the grand march took place, led by Superintendent F. W. Lyman and partner, and this was followed by a buffet supper. After supper the prize waltz contest took place and caused much merriment. The contestants gradually disappeared, until only Jack Kerr, the heavyweight provision wizard; Charles Wilson, and Manager "Jem" Kooser, of the Tenth avenue branch, were left on the floor with their partners. There was brisk betting on Wilson, but Kooser proved as good at waltzing as at golf, and carried off the honors. Chairman John Fallon of the reception committee also displayed remarkable terpsichorean talent.

There was a large representation of Armour men from outside, including superintendent A. H. VanPelt, of Boston; J. H. Smithson, of the general office at Chicago, and others. F. E. Lester was chairman of the arrangements committee, assisted by Harry Russell, Jack Kerr, F. A. Bauermann, B. M. Walmsley and C. L. Jones.

## HIDE AND SKIN MARKETS.

(Continued from page 30.)

### New York.

**PACKER HIDES.**—The market remained inactive in the past week but is now somewhat stronger. Killers are talking higher prices on brands of April salting than applied on March hides with buyers' ideas  $\frac{1}{4}$  to  $\frac{1}{2}$ c. under their asking prices. Killers are demanding  $21\frac{1}{2}$ c. for January, February and March native steers and 24c. for spreads of the same take off, one killer moving two cars of early January spreads at this figure last week. From the present indications the outlook seems to be that all hides will be wanted and with a very strong leather market in evidence, and the increasing consumption and demand for leather products are factors which will tend to keep prices on high levels. Spread native steers for April kill are nominally quoted at  $24\frac{1}{2}$ c, native steers  $22\frac{1}{2}$ c., butts  $20\frac{1}{2}$ c., Colorados, 20c., cows all weights  $21\frac{1}{2}$ @ $22\frac{1}{2}$ , native bulls 19c. Small packers are quiet. Holders are asking 19c. for two cars of February and March native bulls. They are not offering April hides yet. After a week of dullness the packer market became active Tuesday. Two packers cleaned up their production of January spread native steers, consisting of two cars each at 24c., which was the last rate obtained for the same take-off. Other holders are now asking 24c. for the Januarys but are willing to include Februarys and Marchs with the Januarys at 24c. Tanners are beginning to make inquiries for April branded hides and bids of  $20\frac{1}{2}$ c. being refused for butts. Holders are asking  $20\frac{1}{2}$ c. firm for this selection.

**CALFSKINS.**—The packer and city calfskin market is strong and in good demand, especially on light weight stock. Holders are very firm, with a stronger hide market and an embargo put on French and English skins now feel that they will get their asking prices. Tanners on the other hand claim they won't pay such rates. A bid of \$2.70, \$3.10 and \$3.60 reported refused for some New York cities, the nominal asking rate about 10c. more, with some dealers even talking higher. The nominal market for New York cities are 5 to 7 lbs. at \$2.75, 7 to 9 lbs. at \$3.20 and 9 to 12 lbs. at \$3.70. The country calfskins are also tending higher, but no sales reported to establish new prices. Holders are nominally quoting 5 to 7 lbs. at \$2.25@2.30, 7 to 9 lbs.



# HEARN

West Fourteenth St., New York

# NO MEATS BUT EVERYTHING

# GROCERIES IN DRY GOODS

# LIQUORS AND APPAREL

at \$2.70@2.80 and 9 to 12 at \$3.10@3.20. Deacons are strong, a car of up state 7 to 7½ lbs. average are reported bringing \$2.

**COUNTRY HIDES.**—Country hides are generally firm, with light offerings. The strength of the market is mainly in sellers' attitude. Tanners will not pay top rates asked unless absolutely forced into the market through imperative needs. Most Pennsylvania, Ohio and middle west dealers are asking 19c. for buffs and 21c. for extremes, with no business confirmed here at that price. Two cars of western buffs were reported bought by a local tanner early in the period at 18½c. Two cars of northern section southern extremes guaranteed free of ticks were reported bought in this market at 19½c. flat also two cars far southern extremes with a small percentage of ticks at 17½c. flat. Car western Pennsylvania buffs were moved at 18½c. selected. Car of New York states, all weights were reported bought at 10c. flat with dealers' ideas now 18½c. flat.

**HORSEHIDES** are strengthening, with a good demand and offerings small. Eastern cities are demanding \$6.50. A small lot of 100 Buenos Ayres are reported bringing \$4.25 selected early in the period with all holders strong at \$4.50@4.62½ for now. Car horse butts sold at \$2.30, measuring 21 inch and long shank, holders are now asking \$2.50 for more. Fronts are nominally quoted at \$4@4.25 as to quality.

#### Boston.

Trade in New England is quiet with prices firm. Brokers report no pressure from country points, as dealers have sold practically all the hides in their cellars. Farmers are keeping out of the market for the present and state that they are waiting for a little better quality stock. In the meantime the prices are advancing and offerings are being disposed of in the West where tanners are following the market more closely. Ohio extremes running more than 50 per cent ones have sold in this market at 21c. Ordinary lots are quoted at 20½c to 21c. Buffs are strong at 18½c. for business. The market stands very much in the same position as it was a week ago. Southern hides are very firm with few offerings being taken up in this market. A car of northern-southern extremes is reported to have sold at 20c. There is another offering in the market of hides running at 15 pounds and up from a good section of the south at 20½c. Regular northern-southern 25-60 are quoted at 18½ to 19½c.; middle southern hides 18 to 18½c., and far southern at 17 to 18c.

Calfskins are nominal, as there has been very little trading in this market during the past week. Skins weighing 4 to 5 pounds are held firmly at \$1.80; 5 to 7, \$2.30 to \$2.40; 7 to 9, \$2.80, and 9 to 12, \$3.20. It is very difficult to get the exact market on these skins, because if a tanner is in absolute need of stock he will pay considerably more than if he has enough for his present needs. Ohio small packers and cities are offered here at 29c.

#### Philadelphia.

The hide market continues to gain in strength and sales have been of considerable volume and in some cases advances have been made, even on the winter takeoff. Hold-

ers are very firm on account of strong leather market and it is expected that record prices will be paid during the coming summer months. Sales: 3,000 native steers, 21c. to

21½c.; 5,000 native cows, 21c. to 22c.; 1,600 buffs, 18½c.; 1,000 extremes, 21c.; 1,000 packer bulls, 18½c.; 10,000 calfskins, 5c. advance; 2,000 horse hides, \$6.50 trimmed.



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Buffalo	Detroit	Minneapolis	Pittsburgh	Seattle
Chicago	Indianapolis	New Orleans	Portland	Toledo

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	\$8.40@9.25
Poor to fair native steers	7.00@8.35
Oxen and stags	5.75@7.85
Bulls	5.00@8.00
Cows	3.25@7.35
Good to choice steers one year ago	7.65@8.50

## LIVE CALVES.

Live calves, com. to prime, per 100 lbs.	9.00@11.75
Live calves, fed	—@—
Live calves, barnyard, per 100 lbs.	—@—
Live calves, culls, per 100 lbs.	7.00@8.00

## LIVE SHEEP AND LAMBS.

Live lambs, unshorn, good to prime	11.62½@11.75
Live lambs, clipped	10.25@10.60
Live lambs, clipped, culls	—@—
Live sheep, culls	—@—
Live sheep	—@—

## LIVE HOGS.

Hogs, heavy	@10.15
Hogs, medium	@10.15
Hogs, 140 lbs.	@10.15
Pigs	@0.50
Roughs	8½@9.00

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy	14@14½
Choice native light	@14
Native, common to fair	13@13½

### WESTERN DRESSED BEEF.

Choice native heavy	13½@14½
Choice native light	13½@14
Native, common to fair	13½@14
Choice Western, heavy	@13½
Choice Western, light	@13
Common to fair Texas	@12½
Good to choice heifers	@13½
Common to fair heifers	@12½
Choice cows	@12
Common to fair cows	@11½
Fleshy Bologna bulls	11@11½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	16½@17	@18
No. 2 ribs	15½@16	@17
No. 3 ribs	13½@14	@16
No. 1 loins	16½@17	@19
No. 2 loins	15½@16	@18
No. 3 loins	13½@14	@17
No. 1 hinds and ribs	@15½	16@17
No. 2 hinds and ribs	@14½	15@16
No. 3 hinds and ribs	@13½	14½@15
No. 1 rounds	@13	@13
No. 2 rounds	@12½	@12½
No. 3 rounds	@12	@12
No. 1 chuck	@11½	@13
No. 2 chuck	@11	@12
No. 3 chuck	@10½	@11½

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@17
Veals, country dressed, per lb.	@16½
Western calves, choice	@15½
Western calves, fair to good	@14½
Grassers and buttermilks	@13

## DRESSED HOGS.

Hogs, heavy	@12½
Hogs, 180 lbs.	@12½
Hogs, 160 lbs.	@13½
Hogs, 140 lbs.	@13½
Pigs	@13½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice	@19
Lambs, choice	@18
Lambs, good	@17
Lambs, medium to good	@16
Sheep, choice	@16
Sheep, medium to good	@15
Sheep, culls	@12½

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	18@18½
Smoked hams, 12 to 14 lbs. avg.	17½@17½
Smoked hams, 14 to 16 lbs. avg.	17½@17½
Smoked picnic, light	@13
Smoked picnic, heavy	@13
Smoked shoulders	@13
Smoked bacon, boneless	@19
Smoked bacon (rib in)	@17
Dried beef sets	@28
Smoked beef tongue, per lb.	@20
Pickled bellies, heavy	@15

## FRESH PORK CUTS.

Fresh pork loins, city	@19
Fresh pork loins, Western	15@17½
Frozen pork loins	@16
Fresh pork tenderloins	@23
Frozen pork tenderloins	@24
Shoulders, city	@16
Shoulders, Western	@14
Butts, regular	@15
Butts, boneless	@18
Fresh hams, city	@18
Fresh hams, Western	@17
Fresh picnic hams	@12½

## BONES, HOOF AND HORNS.

Round shin bones, avg. 45 to 50 lbs. per 100 pcs.	75.00@80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	65.00@70.00
Black hoofs, per ton	@30.00
Striped hoofs, per ton	@40.00
White hoofs, per ton	60.00@65.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	85.00@90.00
Horns, avg. 7½ oz. and over, No. 1's	125.00@150.00
Horns, avg. 7½ oz. and over, No. 2's	@75.00
Horns, avg. 7½ oz. and over, No. 3's	@50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	11@13½c. a pound
Fresh cow tongues	8@10c. a pound
Calves' heads, scalded	55@60c. a piece
Sweetbreads, veal	25@75c. a pair
Sweetbreads, beef	25@30c. a pound
Calves' livers	@25c. a pound
Beef kidneys	10@14c. a pound
Mutton kidneys	@10c. a piece
Livers, beef	11@13c. a pound
Oxtails	9@10c. a piece
Hearts, beef	7@8c. a pound
Rolls, beef	@90c. a pound
Tenderloin, beef, Western	25@35c. a pound
Lambs' fries	8@10c. a pair
Extra lean pork trimmings	@16c. a pound
Blade meat	@13c. a pound

## BUTCHERS' FAT.

Ordinary, shop fat	@4½
Suet, fresh and heavy	@6½
Shop bones, per cwt.	25@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	•
Sheep, imp., medium wide, per bundle	•
Sheep, imp., medium, per bundle	•
Sheep, imp., narrow, per bundle	•
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York	@50
Hog, extra narrow selected, per lb.	@70
Hog, middles	@10
Beef rounds, domestic, per set, f. o. b. New York	@15
Beef rounds, export, per set, f. o. b. New York	@25
Beef bungs, piece, f. o. b. New York	@17
Beef middles, per set, f. o. b. New York	@50
Beef weasands, No. 1s, each	@7½
Beef weasands, No. 2s, each	@4
Beef bladders, small, per doz.	@75

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whole.	Ground.
Pepper, Sling, white	25	27
Pepper, Sling, black	20	22
Pepper, Penang, white	24	26
Pepper, red	27	30
Allspice	6	8
Cinnamon	21	25
Coriander	6	8
Cloves	21	24
Ginger	20	23
Mace	60	73

## SALTPETRE.

Refined	35@37
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## GREEN CALFSKINS.

No. 1 skins	@.35
No. 2 skins	@.33
No. 3 skins	@.20
Branded skins	@.27
Ticky skins	@.29
No. 1 B. M. skins	@.33
No. 2 B. M. skins	@.21
No. 1, 12½-14	@3.95
No. 2, 12½-14	@3.75

No. 1 B. M., 12½-14	@3.70
No. 2 B. M., 12½-14	@2.45
No. 1 kips, 14-18	@4.20
No. 2 kips, 14-18	@3.95
No. 1 B. M. kips	@3.95
No. 2 B. M. kips	@2.15
No. 1, heavy kips, 18 and over	@5.05
No. 2, heavy kips, 18 and over	@4.80
Branded kips	@3.45
Heavy branded kips	@4.45
Ticky kips	@3.45
Heavy ticky kips	@4.55

## DRESSED POULTRY.

### TURKEYS.

Fresh killed, dry-packed—	
Western, young hens and toms, dry-pk., fancy	30@32
Western, spring, dry-pk., fair to good	28@29
Old toms	—@—

### CHICKENS.

Fresh soft meat, 12 to box—	
Western, milk-fed	@20
Western, corn-fed	18@19
Fresh soft-meated, barrels—	
Phila. and L. I., fancy, 3 to 4 lbs. to pair	45@50
Philadelphia, fancy roasters	25@28
Penn., mixed sizes, per lb.	16@20
Nearby, squab, per pair	1.00@1.25
Fowls—12 to box, dry-packed—	
Western, boxes, 60 lbs. and over to dos., dry-picked	20½@21
Western, boxes, 48 to 55 lbs. to dos., dry-picked	@21
Western, boxes, 43 to 47 lbs. to dos., dry-picked	19@19½
Western, boxes, 36 to 42 lbs. to dos., dry-picked	@19
Western, boxes, 30 to 35 lbs. to dos., dry-picked	@18
Western, boxes, under 30 lbs. to dos.	16½@17
Fowl—Dry packed, 12 to box—	
Western boxes, 5 lbs. and over, dry-picked	19½@20
Western boxes, 4½ lbs., dry-picked	@20
Old Cocks, per lb.	15@15½
Fowl—bbls.—	
Southern and S.W., dry-pkd., 4 lbs. and over	@19½
Other Poultry—	
Squabs, prime, white, 10 lbs. to dos. per dos.	@5.75
Long Island fresh ducklings	@30
Geese, Western, fancy	—@—

## LIVE POULTRY.

Chickens, nearby choice	—@—
Fowls, heavy	21@22
Roosters	—@—
Ducks, Long Island Spring	@30
Geese, per lb.	—@—

## BUTTER.

Creamery, extra (92 score)	37½@37½
Creamery, higher (scoring lots)	38@38½
Creamery, Firsts	36½@37
Process, Extras	31@31½
Process, Firsts	29½@30

## EGGS.

Fresh gathered, extras	23½@24
Fresh gathered, extra firsts	22½@23½
Fresh gathered, firsts	21½@22½
Fresh gathered, seconds	20½@21
Fresh dirties, No. 1	20@20½
Fresh chex, fair to good	18@19
Duck Eggs, State and nearby Ind. runner	37@38
Duck Eggs, State and nearby, other fancy	35@36
Duck Eggs, Md. and Balt. selected	35@36
Duck Eggs, western and prime southern	33@34
Duck Eggs, southern common to fair	30@32
Goose Eggs, per doz.	80@90

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	@30.00
Bone meal, raw, per ton	@35.00
Dried blood, high grade	@3.25
Nitrate of soda—spot	@3.30
Bone black, discard, sugar house del. New York	@21.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	3.20 and 10c.
Garbage tankage	@7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	3.50 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% P. Phos.	—@—
Lime	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	nom@2.70 and 85c.
Sulphate ammonia for shipment, per 100 lbs., guar., 25%	@3.75
Sulphate ammonia, per 100 lbs., spot, guar., 25%	@3.75



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